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AESTHETIC GUIDE

Advancing
Anti-Aging with
Regenerative
Aesthetics
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Regenerative Aesthetics Evolves to Upgrade and Improve Anti-Aging Treatments

By Cindy J. Papp, Contributing Editor

Regenerative aesthetics is an emerging field of medicine with a focus on multi-layered approaches to regenerating tissue structure and function. Results have led to innovative strategies that help patients reach their aesthetic goals of achieving a naturally younger and more refreshed version of themselves. BENEV Company (Mission Viejo, Calif.) provides cutting-edge treatments to meet the demand for skin revitalization and regeneration with products including their revolutionary MIRACU® PDO threads and the Viviscal™ line of hair products.

PDO Thread Treatments

Determined to offer providers proven treatment methods for regenerative aesthetics, BENEV was the first company in the U.S. market to obtain 510(k) clearance from the FDA for a pre-loaded polydioxanone (PDO) thread with a designation for soft tissue approximation. BENEV is also the only U.S. company in a direct joint venture with Dong Bang Medical (Dosan-daero, Gangnam-gu, Seoul, South Korea), the largest manufacturer of cannulas and PDO threads in the world. MIRACU PDO threads include an extensive variety of molded threads that provide 10 to 20 times the tensile strength of other PDO threads.

MIRACU's Forte Basic threads use bi-directional cogs for strong fixation. The company's newest product, Forte Fix, provides superior traction, hold, and fixation with four-dimensional (4D) multi bi-directional blocking technology. MIRACU's Elasty Line is double coated with polydioxanone and provides superior tensile strength with deep, bi-directional cogs, while their revolutionary Elasty Meshfill thread uniquely features a 16-layer mono woven scaffold.

"I was one of the first adopters of MIRACU PDO threads in the U.S., and I chose the brand specifically because they are molded threads," reported Scott Callahan, PA-C, director of Dolce

Vida Medical Spa (Westport, Conn.). "The line includes MIRACU Forte Basic and Forte Fix, which may be used for cheek enhancements, to help lift and shape the eyebrows, and for jawline definition. MIRACU Elasty Line can enhance these treatments and Elasty Meshfill can be used to inhibit the migration of filler.



Before and after Cleopatra PDO Brow Lift with MIRACU PDO threads
Photos courtesy of Scott Callahan, PA-C

"I use the MIRACU PDO molded barbed threads first for many facial rejuvenation treatments," Mr. Callahan continued. "I place these threads to reposition the tissue and finish with smooth threads, which help seal the tissue and build collagen. It is important to emphasize that smooth threads do not lift the tissue, which is why you need to utilize both."

According to TJ Tsay, MD, medical director and owner at Ageless MD (Tustin, Calif.), MIRACU's Elasty Line is created with a hook at the end of the thread for robust anchoring and latching onto tissue. "I use the Elasty Line for heavier jowling because of how strong the thread is. Their Elasty Meshfill thread is unique in that it consists of 16 monofilament threads interwoven into a mesh that exponentially increases the surface area for improved collagen synthesis. This thread can be used as an alternative to dermal fillers for those that want a more natural treatment (CONTINUED ON PAGE 6)



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Westport, CT



TJ Tsay, MD
Medical Director and
Owner
Ageless MD
Tustin, CA

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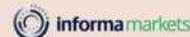
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Before and after treatment with MIRACU PDO threads
Photos courtesy of TJ Tsay, MD

MIRACU PDO threads are used by physicians and practitioners to maximize results of other aesthetic treatments such as lasers, dermal fillers, radiofrequency (RF) and microneedling. Gideon Kwok, DO, co-owner and medical director of eight Skin Perfect Medical Clinics in Southern Calif., uses MIRACU threads to lift and reposition the face, nasolabial fold and the jowls. But he also noted the importance of using combination treatments for long-lasting results.

and something that is more biostimulatory. The Forte Fix is a very special thread because it has a butterfly shaped, double blocking barb design that prevents the tissue from moving once it is ‘fixed’ to the desired position.”

MIRACU PDO threads are created with double molding for superior strength and exceptional lifting power, making them a top choice for cosmetic facial surgeon Tabasum Mir, MD (New York, N.Y.). “From a scientific perspective, PDO threads have been extensively studied and proven effective for their skin-tightening and collagen-stimulating properties. MIRACU’s double molding process enhances their structural integrity, making them even more reliable.

“MIRACU’s Elastic Meshfill threads are a game-changer,” Dr. Mir continued. “They are ideal for volumization of hollow areas, and the remarkable part is that you can achieve this without the need for fillers. This versatility is a significant advantage in achieving natural, youthful results.”

Dr. Mir uses MIRACU PDO threads for many procedures, including her MIRACU ‘My Miracle Treatments’. According to Dr. Mir, her facial rejuvenation thread procedure restores a youthful appearance by lifting and tightening sagging skin, while patients notice improvement in skin firmness and a more defined facial contour. Other treatments she performs are neck and jawline lifts to address loose skin of the neck and jawline, and an eyebrow lift as a non-invasive solution to lift and rejuvenate the eyebrows without surgery. “MIRACU threads are also integral to my signature nonsurgical nose job and nasal tip lift,” she added.

“I definitely recommend a combination of treatments to

extend the longevity of thread results and for a more natural look,” Dr. Kwok shared. “Toxins are a must to relax muscles pulling on the thread results. Smooth threads and energy-based devices stimulate more collagen to firm and tighten skin and are important to get the best overall results. Fillers help create projection so that threads can do a better job of repositioning the superficial fat pads. Providers should understand that for the most optimal and natural results, combination therapies can address all layers of aging.”

Dr. Kwok explained some of the creative ways he incorporates MIRACU thread treatments. “I typically like to use a combination of traditional and reverse vectors, and the MIRACU Forte threads are my go-to threads for this combination vectoring,” he began. “The Elastic Line is the most robust thread product on the market and used to lift really heavy tissue. Elastic Meshfill threads are placed in the nasolabial fold, marionette and nasojugal areas to smooth out the surface. Once complete, you can place some filler into the mesh thread, which is very unique because you get support from the thread filled with the filler.”



Before and after treatment with MIRACU PDO threads
Photos courtesy of Tabasum Mir, MD



Tabasum Mir, MD
Cosmetic Facial Surgeon
New York, NY



Gideon Kwok, DO
Co-Owner and
Medical Director
Skin Perfect Medical Clinics
Southern California



Richard Goldfarb, MD, FACS
Plastic Surgeon
Langhorne, PA



Before and after treatment with MIRACU PDO threads
Photos courtesy of Gideon Kwok, DO

Dong Bang Medical also has a history of making great cannulas for improved ease and efficacy of thread placement, noted Dr. Kwok. The Company offers an extensive variety of cannula tips and innovative pre-loaded cannulae, giving practitioners more options and smoother treatments.

Mr. Callahan explained that he uses MIRACU PDO threads in combination treatments to optimize patient results. “When lifting the face and making people look youthful, one part of the treatment is to restore volume. I use products like Sculptra (Galderma) to do this and build collagen. But people also lose three ligaments in the face: the zygomatic, mesenteric and the mandibular ligament, and to me the threads are a replacement of those ligaments in that they build the tissue back up again.”

In addition, Mr. Callahan also incorporates MIRACU threads in combination with fat transfers for long-term results. “Fat will uptake for five to ten years, so the patient may only have to come in once every three to five years rather than every year, as is common with other fillers that do not last long,” he said. Dr. Callahan added that he also uses threads with platelet-rich plasma (PRP) and BENEV exosomes for hair treatments, and for his brow lift that he named the ‘Cleopatra Lift.’

According to most physicians, thread treatments last from 12 to 24 months, depending upon patient concern, combination treatments

used, and thread placement. Threads placed in areas with a significant amount of natural movement such as around the mouth, will break down faster than threads placed in areas such as the forehead and midface. An experienced eye, combined with skillful thread placement and product knowledge, contribute to ideal outcomes and long-lasting results.

“I use a combination of traditional (top down) vectors and reverse vectors, as well as the ‘Hammock’ technique for addressing submental fullness,” said Dr. Kwok. “It is really about understanding how the threads and the barbs work as well as designing the best vector pattern for each patient that addresses their specific anatomy. This is not a cookie cutter procedure and different patients can have completely different vector patterns. The learning curve can be steep with PDO threads; it took me over a year to really get good at it.”

“Training is key with anything,” said Mr. Callahan. “BENEV offers bootcamps all over the U.S. My practice offers a popular bootcamp once a month that allows the students to do six to eight cases. I would advise going online to RJ Clinical Institute to get connected with a MIRACU Trainer. Each trainer will have different techniques, so the key is to keep learning.”

Hair Treatments in Aesthetics

Hair loss affects both men and women impacting more than 50% of the population. Many turn to aesthetic physicians for help, paving the way for



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a variety of aesthetic hair treatments. “We know that hair needs blood supply, but it also needs certain nutrients so the hair can continue to grow in both length and thickness and BENEV’s Viviscal Pro helps my patients achieve that,” said board-certified plastic surgeon Richard Goldfarb, MD (Langhorne, Pa.). “I use Selphyl platelet-rich fibrin matrix (PRFM) for blood supply along with Viviscal Pro to supply nutrients. The main nutrient in Viviscal is AminoMar®, which is the patented growth factor complex not found in other supplements that promotes hair growth by nourishing the hair follicles.”

In ten published clinical studies with Viviscal Pro supplements, 94% of participants saw an increase in hair volume, 92% saw an increase in hair thickness and 39% noticed a decrease in hair shedding.^{1,2}

Dr. Goldfarb’s hair treatment plan includes three Selphyl PRFM treatments, six weeks apart and Viviscal twice a day, 12 hours apart beginning the day of the first Selphyl treatment through to six months after the last treatment. “I did a 100-patient study using the Selphyl treatment and then I did a 100-patient study with the Selphyl plus the use of Viviscal and there was a significant increase in hair growth when Viviscal was used,” Dr. Goldfarb added.



Before and six months after treatment with Selphyl PRFM for blood supply along with Viviscal Pro nutrients

Photos courtesy of Richard Goldfarb, MD, FACS

Science of Viviscal

For Suneel Chilukuri, MD, a board-certified dermatologist and owner of Refresh Dermatology in Houston, Texas, focusing on the science is the first step to determining the efficacy of any product. “I get asked a lot by patients how we can be sure Viviscal works,” he started. “From a physician’s standpoint, there are ten clinical trials that show the efficacy, with over 690

people treated. In about six weeks we see a reduction in hair shedding and at three months a 40% reduction in hair shedding. We find that there is an increase in the number of hairs after three months, with a 57% improvement in the terminal or thick hairs, and at six months it is an 80% increase, so that is pretty significant. We also know that at six months there is going to be a 12% increase in the size of hair diameter, so all of this shows there is an improvement, giving me confidence that my patients can benefit from Viviscal Pro.”^{1,2}

Glynis Ablon, MD, board-certified aesthetic dermatologist and founder of the Ablon Skin Institute (Manhattan Beach, Calif.) explained that the effectiveness of Viviscal Pro supplements lies in the unique formulation. “These supplements contain a proprietary blend called AminoMar, which is a marine protein complex derived from key marine sources, containing specific proteins, amino acids and polysaccharides that have been shown to support healthy hair growth,” Dr. Ablon explained. “This complex combined with other essential vitamins and minerals such as L-Cystine and L-Methionine, which are essential amino acids in the formation of hair and skin, offer a positive effect on hair growth. Apple Extract (Procyanidin B2) is known to increase hair density and diameter, promot-

ing healthy hair growth, and vitamin C is shown to protect hair and skin from the damaging effects of free radicals. Viviscal Pro is backed by over 30 years of clinical results including ten published clinical trials, of which I have been a principal investigator in five of those trials.

“My study (with Dr. Dayan) that was published in the *Journal of Clinical and Aesthetic Dermatology* supports the efficacy of Viviscal Pro products in a randomized, double-blind, placebo-controlled, multi-center trial,” Dr. Ablon continued. “It involved women experiencing temporary hair thinning. Participants were divided into

two groups: one group received Viviscal Pro supplements, while the other received a placebo. The results showed that the group taking Viviscal Pro supplements experienced a significant improvement in hair density, hair diameter, and overall hair growth compared to the placebo group. These findings demonstrate the effectiveness of Viviscal Pro products in promoting hair thickening and growth.”³



Before and six months after treatment with Selphyl PRFM for blood supply along with Viviscal Pro nutrients
 Photos courtesy of Richard Goldfarb, MD, FACS

Richard Jin, MD, PhD, a cosmetic surgeon at the RJ Clinical Institute in Mission Viejo, Calif. and chief medical officer for BENEV, explained that as treatments for hair loss continue to evolve and advance year after year with new techniques and technologies, Viviscal Pro has been a mainstay in his practice. “From non-surgical to surgical cases of hair restoration I always recommend for my patients to start on Viviscal Pro before, during and after their treatment sessions.”

Dr. Jin described recent studies by Augustyniak and colleagues titled, *Dietary Marine-Derived Ingredients for Stimulating Hair Cell Cycle*, published in July of 2023 in *Biomedicine & Pharmacotherapy*. “This was an in vitro study using primarily human dermal papillae cells where they showed that Viviscal increased the proliferation of these cells and also stimulated hair growth via anagen activation which is a vital step in determining overall hair length and rate of growth,” he explained. “Through the cell culture experiments they were able to show that Viviscal did not exert any cytotoxic effects on the dermal papillae cells. It also increased expression of genes related to the B-catenin/Wnt signaling pathway as well, which is considered to be one of the most important pathways for growth and development of follicles.⁴ Viviscal has published over ten clinical trials showing safety and efficacy of their supplement but this may be one of the first independent studies evaluating the effects in vitro, confirming what we see clinically.”

Viviscal in the Aesthetic Practice

The Viviscal Pro line includes the Viviscal Pro Dietary Supplements along with Viviscal

Pro Thickening Shampoo, Conditioner and Elixir. While practitioners advocate supplementing aesthetic hair treatments with at-home hair care, the Viviscal supplements also play an integral part of treatments so as not to overlook nourishment for hair health.

For any type of hair restoration procedure, Dr. Chilukuri’s first step is to optimize the scalp with Viviscal Pro for up to six weeks. “Next, I may combine RF microneedling using Sylfirm X and then topically apply the BENEV exosomes.

Exosomes are communication factors and when you apply that to those open channels, we see a tremendous amount of hair growth. But my first step is always starting with Viviscal to address the root cause and fertilize the scalp properly before we add any other procedure.”

“I take into consideration each patient’s individual needs and incorporate Viviscal Pro supplements as part of a comprehensive approach to address their hair concerns,” Dr. Ablon expressed. “By combining these products with other treatment modalities, such as PRP or exosomes, microneedling, red light therapy and topical or prescription oral medications, I create customized protocols that aim to improve hair thickness and overall hair health. Patients love participating in their hair loss treatment, and supplement use is an easy way to get them involved.”

BENEV products can help ensure that aesthetic physicians and practitioners stay on the cutting edge of the latest technologies in regenerative aesthetics. MIRACU PDO threads and cannulas, along with Viviscal Pro dietary supplements can benefit practices by providing treatments their patients want with science they can trust.

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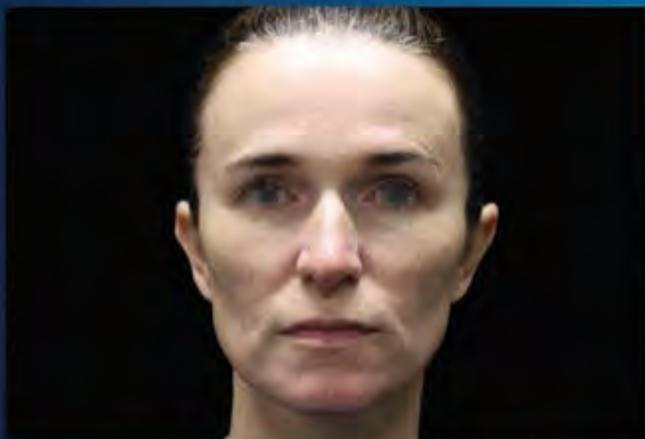
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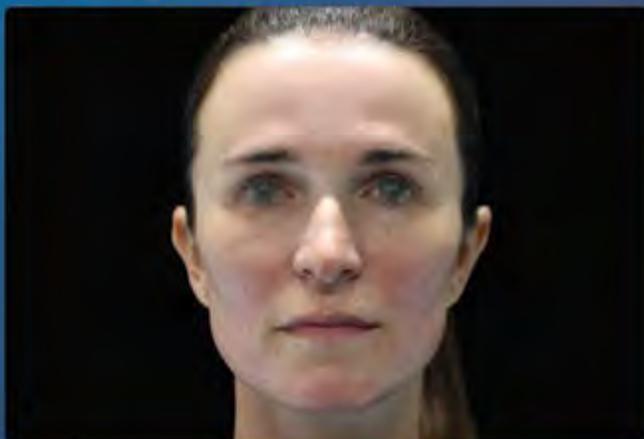
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Facial Muscle Training: The Art of the Smile

By Kevin A. Wilson, Contributing Editor

Acknowledging the smile's crucial role in social interaction is widespread. A 2014 article in the *Journal of Clinical & Diagnostic Research*¹ states, "A 'smile' is not only a single category of facial behavior, but also the emotion of frank joy which is expressed on the face by the combined contraction of the muscles involved." This study suggested that muscle retraining may improve facial aesthetics for the perception of youth, health, vigor and attitude.

Not only do smiles transmit positive vibes, but they also lift one's own sense of wellbeing, according to facial plastic surgeon Lucy Barr, MD, founder and director of Barr Aesthetics in Salt Lake City, Utah. "I find the concept of 'emotional proprioception' fascinating," she began. "According to the facial feedback hypothesis, facial expression generates feedback signals that will reinforce those emotions. The emotional and psychological impact of smiling more could be absolutely profound."

"Someone's aging process also changes the smile as our muscle tone diminishes," elaborated Catherine Vieregger, DDS, director of Vibrance Comprehensive Dentistry (Greenwood Village, Colo.). "The upper lip becomes longer and does not lift the same, making the smile appear smaller. The face appears heavier and droopy, the corners of the mouth become downturned creating the appearance of being negative."

Correspondingly, a 2018 pilot study by Alam and colleagues² subjects (n=27) performed a specific 30-minute daily or alternate-day facial exercise program consisting of 32 exercises over a period of 20 weeks. Significant improvement was shown in 18 of 20 facial features monitored and participant satisfaction was high.

Emface® from BTL Aesthetics (Boston, Mass.) addresses these realities by improving facial musculature and skin – and it does not take weeks of time-consuming facial exercise. Emface's patented technology tones facial musculature and improves skin by combining BTL's signature Synchronized RF with high intensity facial electromagnetic stimulation



Before and after one course of treatment with Emface
Photos courtesy of Yael Halaas, MD

(HIFES™) in four 20-minute weekly sessions. "This stimulates collagen and elastin, and improves local microcirculation. HIFES selectively stimulates key facial muscles with thousands of pulses per session to revitalize, rather than change, musculature and structure in line with the patient's natural appearance," explained facial plastic surgeon Yael Halaas, MD (New York City, N.Y.).

Emface's capabilities are proven in ten clinical trials* – which are in various stages of publication – representing work done at 15 research locations worldwide. Results include an average of 23% lifting effect, a 30% average increase in muscle tone, a 37% average reduction of wrinkles, a 26% increase in collagen and two-fold increases in elastin with through-the-roof overall patient satisfaction.

"As with Emsculpt Neo, Emface has taken me by surprise by its impact on overall well-being," Dr. Barr mentioned. "I never imagined that the functional component would be so significant. The increase in strength and tone of the muscles that lift the face translate to improved structural support of its soft tissue framework. A hidden value is that not only can you see the difference, but you can also feel it."

"With Emface we can greatly accelerate improvement that took so much work in the past because it does the work for patients," Dr. Vieregger noted. "By rebuilding the foundation



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of the face, Emface makes it possible to engage the muscles required for a youthful smile. It renews facial symmetry, lifting and broadening the smile. The upper lip lifts to reveal more tooth structure, and the smile translates to the eyes as well. There is a physiological and psychological benefit, elevating mood and feelings of well-being. Emface is greatly enhancing the aesthetic results for my patients, and I recommend treatment for both males and females.”

Facial muscle stimulation with Emface primarily targets specific elevator muscles crucial for achieving the desired effect, including the frontalis, zygomaticus major and minor, and risorius. While up to 43 muscles may be involved in the formation of a smile, the zygomaticus muscles are the most important. “I have had patients report that their face feels less heavy, more supported and it actually feels easier to smile. This makes a lot of sense because the device is targeting the smile muscles,” Dr. Barr noted. “When smiling feels easy, you tend to smile more, which not only feels amazing, but also impacts those around you!”

Until recently, facial improvement paradigms were shaped around the concept of relaxation, using tools such as injectable neurotoxin to inhibit facial movement and subsequently reduce wrinkles. According to Dr. Halaas, this is a consequence of the toolbox, which Emface has changed dramatically. “From aging, the frontalis and zygomaticus major decrease basal resting tone and areas like the forehead hyper-compensate giving us motion lines in response. We relax this hypermobility with injectable neurotoxin,” she explained. “With aging, particularly around the smile, people say they feel like their face is ‘falling down’, instead of a pleasing countenance, at rest. Improving muscle restores the more appealing visage, with a better smile and better cheeks surrounding that smile – but it is natural-looking.”



Before and after five treatments with Emface
Photos courtesy of Lucy Barr, MD

BTL technologies’ tendency to enhance appearance, function, and wellness is appealing to numerous physicians, Dr. Barr being one of them. “I am ecstatic about the concept that Emface improves the health of facial tissues. It provides lift and structural support to the face by optimizing the health and support of your own tissue. I consistently see improvements to facial shape that clinically reflect these changes, which is something that previously could only be obtained via facelift. That is why I recommend Emface to the majority of my patients. It is a great option on its own or complementing injectables, resurfacing and surgical procedures.”

“The whole concept of Emface is that essentially, we are physically rehabilitating the muscles of the aging face. This resonates with patients and is a concept they can readily understand.”

“Emface has provided an amazing tool to enhance smile makeovers in my cosmetic dentistry practice,” said Dr. Vieregger. “Patients that have been ashamed of their smiles tend to hide them by covering their mouths with their hands or by intentional avoidance. Years of hiding the smile changes the facial form and musculature, in teenage patients as well as adults. The upper lip becomes elongated, and the corners of the mouth become downturned, then the cheeks lose natural tone. Once they have a smile they are proud of, they must literally relearn how to smile, which takes a concerted effort and I have had to coach my patients to regain their smile. I have had smile makeover patients be told by others that they look like they had a facelift, or that their eyes/face look brighter.”

“The whole concept of Emface,” said Dr. Halaas, “is that essentially, we are physically rehabilitating the muscles of the aging face. This resonates with patients and is a concept they can readily understand.”

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*Data on file, BTL Aesthetics.

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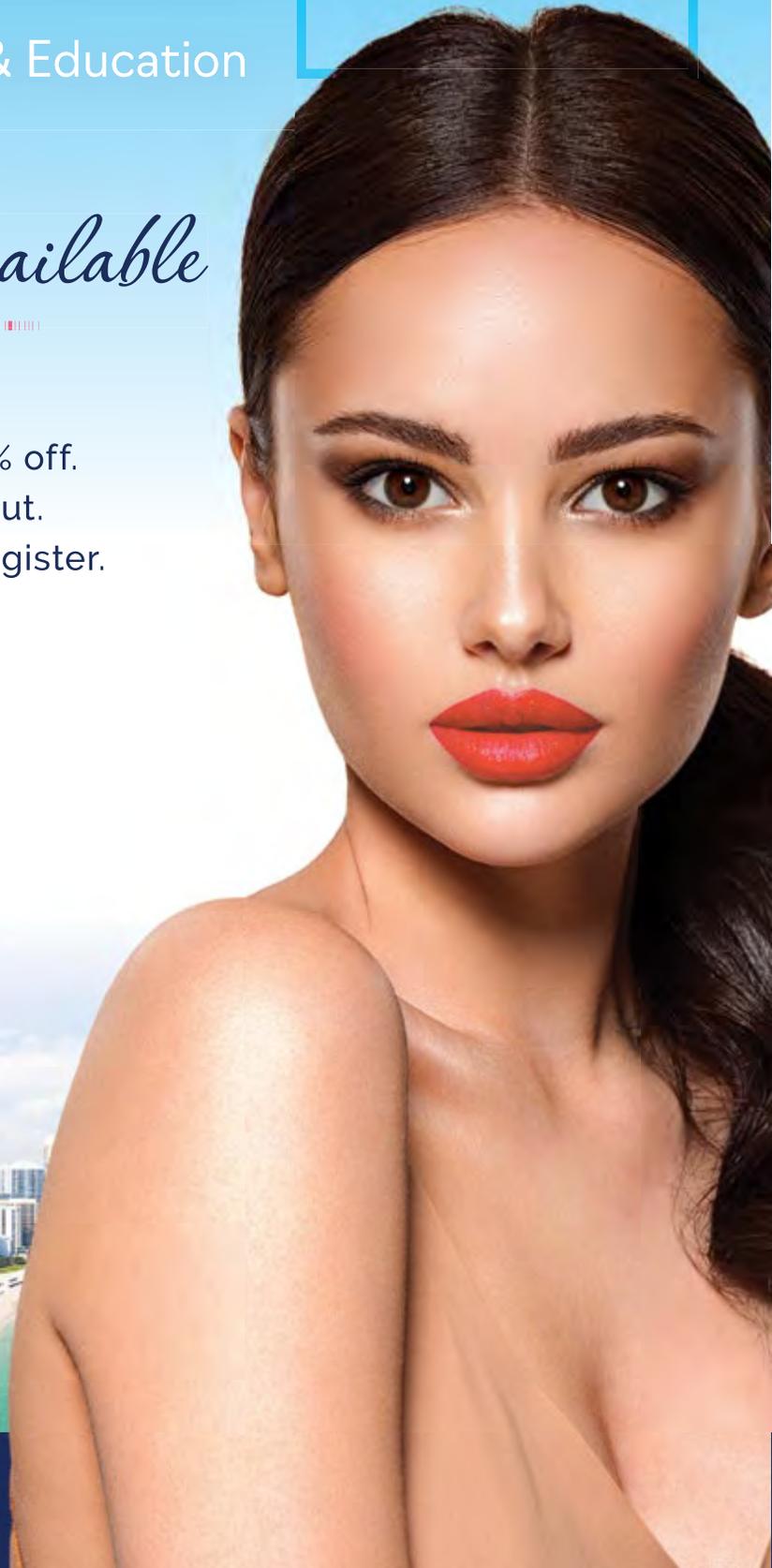
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Attract More Patients and Keep Them Coming Back

By Cindy J. Papp, Contributing Editor

While the demand for aesthetic treatments has expanded thanks in part to non-invasive treatments, social media and a higher acceptance of cosmetic procedures, barriers for patients seeking treatments remain steady. This includes fear of pain, needle phobia and poor outcomes, while there is also concern about the safety of treatments that require oral analgesics.

Many aesthetic thought leaders agree that patient retention is key to expanding an aesthetic practice. There are three significant factors to attracting and retaining more patients: offering quality treatments with measurable outcomes, managing pain and anxiety and adopting an advanced practice management system.

According to plastic surgeon Stephen Mulholland, MD, (London, England), founder of a cloud-based practice management system, Boomerang^{FX} (Mississauga, Ontario, Canada), introduction of Millennials and Generation X, in addition to the Baby Boomer generation, has created a large and potentially fertile market of 160-180 million potential patients, in a recession reliant industry. “Retention management is the most overlooked component of a private, non-managed care practice,” he began. “In the post-digital world where 82% of all aesthetic procedures are non-invasive, it is strategically important to build a maintenance component to your business and then get the patients back in.



Stephen Mulholland, MD
Plastic Surgeon
Founder
Boomerang^{FX}
London, England



Mona Greene, MSN, NP
Clinical Director
Pro-Nox Aesthetics
Lake Mary, FL

“Boomerang^{FX}.com embodies this concept, enabling every private pay practice to establish services, from skincare, to laser, to radio-frequency (RF) and injectables,” Dr. Mulholland continued. “This includes a built-in, software identified and amplified retention management program that is part of maintaining and extending a patient’s good result and ‘protecting the investment’. By employing a ‘Boomerang^{FX} strategy’, a practice can increase sales and profitability by 25% to 40% without a single new lead or patient in the practice, by simply ensuring all the treatments and patients you have keep coming back.”

As part of his practice management strategy, Dr. Mulholland realized that fear, anxiety, discomfort and pain can be conversion killers and sought a way to help his patients get the treatments they wanted with less stress, so he decided to introduce Pro-Nox[™] into his practice. Pro-Nox, distributed by CAREstream America (Lake Mary, Fla.), is an oxygen and nitrous oxide delivery system that can improve patient comfort in numerous aesthetic treatments such as RF microneedling, ablative and non-ablative laser treatments, focused ultrasound, injections and platelet-rich plasma (PRP) treatments. With quick onset and a short duration of effect, patients can incorporate this pain relief tool for the duration of their treatment to improve comfort and satisfaction.

“In the post-digital world where 82% of all aesthetic procedures are non-invasive, it is strategically important to build a maintenance component to your business and then get the patients back in.”

“Almost six years ago, I introduced Pro-Nox into my practice. It is a patient-administered inhalational analgesic device and was one of the most important practice conversion strategies I have invested in,” Dr. Mulholland shared. “This device provides a legal, easy to deploy and affordable agent that quickly produces a surge of serotonin and dopamine in the patient’s brain, which are the neurotransmitters of well-being. Deployed a couple of minutes prior to a treatment, Pro-Nox creates a sense of euphoria, reduces anxiety and while not eliminating pain, modulates its perception, ensuring that any treatment perceived as painful or uncomfortable, is less stressful and more enjoyable.”

Mona Greene, MSN, NP, clinical director for Pro-Nox Aesthetics, explained that nitrous oxide is an excellent anxiolytic and increases the neural transmitters of wellbeing like dopamine, and norepinephrine which inhibits pain signaling. “The 50/50 fixed mixture of nitrous oxide and oxygen has been used in birthing centers for decades worldwide and yields a high safety profile,” she reported.

“Pro-Nox was FDA cleared in 2012 and has been used extensively in aesthetics for more than six years,” continued Ms. Greene. “This past month marks six years that Pro-Nox was widely launched into aesthetics. With over 7,000 practices and more than 1 million patients safely treated, we now have the most effective way to manage pain, discomfort and anxiety while being able to deliver an effective treatment. As a nurse practitioner, my primary objective is safety first and Pro-Nox has an excellent safety profile. In fact, 99% of the Pro-Nox practices we surveyed believe it is safe and effective.”¹

Ms. Greene noted that what sets Pro-Nox apart from other pain-relieving strategies is a rapid onset of action (within a minute), it is self-administered (patient controls their level of comfort) and patients are able drive themselves home soon after treatment. It eliminates the need for opioid medications for most aesthetic procedures.

“I first started using Pro-Nox for the most painful procedures in the practice but expanded to offer it on any treatment that is perceived as uncomfortable to eliminate any barrier to conversion, such as discomfort and anxiety, is removed through the use of nitrous oxide,” reported Dr. Mulholland. “Intense pulsed light (IPL) photofacials, laser hair removal, neurotoxins, dermal fillers and fractional bipolar RF can all benefit from Pro-Nox. Not all patients request it for all procedures, but I ensure all patients try it at least once for painful needle and laser treatments. Patients are much more apt to book their subsequent treatments and convert to other services and act as ambassadors, referral sources and post online if they have used Pro-Nox.”

“I first started using Pro-Nox for the most painful procedures in the practice but expanded to offer it on any treatment that is perceived as uncomfortable to eliminate any barrier to conversion.”

Dr. Mulholland shared that for the past 25 years, his practice has been competing for market share in the third largest city in North America (Toronto) with a population of nearly 7 million people. The advent of paid digital search and artificial intelligence- (AI-) powered lead generation has witnessed a decrease in the cost per lead (CPL) from \$250 - \$500 in the mid-1990s using traditional print and broadcast, to \$50 - \$100 using modern, cultivated paid search. He explained that a well-run boomerang practice will be able to convert 70% to 80% of these non-invasive leads to a consultation and 80% of those consultations to treatments, and retention remains a necessity.

“A ‘Find them, wow them and grow them’ mantra and ‘boomerang way’ means you optimize lead, consult and treatment conversion and then grow retention, cross merchandising and ambassadorship,” concluded Dr. Mulholland. “Pro-Nox is an important conversion strategy that is part of a profitable and reproducible business model.”

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Radiofrequency Microneedling Device Generates Buzz for Acne and Acne Scars

By John Jesitus, Contributing Editor

With three handpieces, adjustable pulse configurations and penetration depth from 0.1 mm to 6 mm, one radiofrequency microneedling (RFMN) device is getting patients talking about its effects on acne and acne scars. Paired seamlessly with other energy-based and medical treatments, this device allows for a comprehensive approach to addressing complex scarring.



Before and one month after three treatments with VirtueRF, each spaced one month apart
Photos courtesy of SHEnB

According to Boncheol Leo Goo, MD, owner of Naeum Dermatology and Aesthetics Clinic in Seoul, South Korea, there is no single gold standard for scar treatment. “With my combination protocols, my patients are receiving complete treatment for acne scarring. Once they know the important role that VirtueRF by SHEnB (Seoul, South Korea) plays within my treatment plans, consulting with me and seeing the result, it inspires a buzz among my patients.”

For mixed acne scars, the device facilitates many treatment combinations. For hypertrophic scars, vascular lasers and triamcinolone injections can reduce excess volume before RFMN, Dr. Goo explained. “Icepick scars are often relieved with the chemical reconstruction of skin scars (CROSS) technique using trichloroacetic acid,^{1,2} whereas fractional lasers and superficial to mid-depth chemical peeling are effective for retexturing superficial scar layers,” Dr. Goo continued. “VirtueRF can be used with any of these options, targeting different structures with synergistic effects.”

Additionally, he said, plasma technology provides adjunctive efficacy for various stages of acne and acne scarring. “I combine VirtueRF with PlaDuo by SHEnB, using the pulsed argon plasma for active acne, and nitrogen plasma for post-inflammatory erythema.”

VirtueRF is especially effective for flaccid rolling acne scars. Fractional ablative lasers can provide textural improvement, but the lack of tissue density in the base makes treatment difficult, with slower response, Dr. Goo shared. “VirtueRF offers precise, detailed, extremely fine-tuned treatment options for this kind of scarring.”

For large rolling scars, Dr. Goo chooses the DeepRF handpiece to regenerate flaccid, atrophic bases. “DeepRF tips deliver higher energy but very safely, thanks to cooling plates that decrease pain and side effects including epidermal damage, which can lead to post-inflammatory hyperpigmentation.”

He chooses the single-pin ExactRF handpiece for active cystic acne and small icepick scars. “This tip is effective because I can precisely adjust the energy level for varied conditions of multistage lesions,” Dr. Goo noted.

VirtueRF’s needle penetration depth covers nearly the full range of dermal thickness in every body location. “I usually set the needle depth to the lesion depth and base thickness and set the power level relative to the amount of scar tissue hardness – the harder the tissue, the higher the power level. And, the bigger the scar, the longer the treatment time, especially when treating active cystic acne,” he stated. Patients on isotretinoin can continue this treatment along with RFMN, Dr. Goo shared. For pain-sensitive patients, he suggested using multiple sub-pulses.

Because the device’s microneedles cause minimal pain, topical anesthesia suffices for acne scar treatments, Dr. Goo pointed out. “My patients love VirtueRF because it has much less pain during treatment. Needle operation is so smooth,” he noted. To minimize post-treatment swelling, patients must avoid vigorous aerobic exercise, heavy drinking and sleep deprivation.

Combining nearly all functions provided by competitors’ devices allows VirtueRF to meet the needs of Dr. Goo’s varied patient population.

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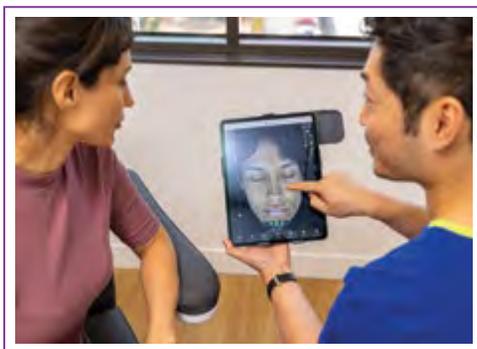
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Skin Visualization Platform Helps Practices Improve Workflow Efficiency

By Jessica Barry, Contributing Editor

No two aesthetic practices are run the same way. So, similarly, workflow solutions should be dynamic in order to meet the unique needs of each practice and its patients.



Patient consultation with Observ 520x
Photo courtesy of Sylton

For example, Kristina Donnay, DNP, owner of Maricopa Wellness Center (Maricopa, Ariz.), needed a way to streamline patient consultations. “In the past, we gave each patient a mirror and asked them what they wanted to improve,” she shared. “I did not realize how much time we were losing every day until we started using Observ 520x.”

This intuitive skin visualization platform from Sylton (Ann Arbor, Mich.) assesses skin health by capturing high-definition images of the face from five different angles in ten light modes, such as Daylight, True UV, WOODS (Wood’s Lamp), Cross and Parallel Polarized, Surface Texture, Pigmentation, Vascularity and 360 Light Mode (daylight and greyscale).

“We did not have any issues with training or integrating Observ 520x in my practice,” Dr. Donnay shared. “I had my entire staff trained, so anyone, including our front desk, could take patient images.”

The platform’s iPhone operating system (iOS)-compatible, cloud-based app stores images instantaneously and houses personalized catalogs of the products and treatments a practice offers.

“Now, our providers immediately review the images while the patient waits for their consultation to start,” Dr. Donnay reported. “They select treatment recommendations from the catalog often before the patient even sets foot in the exam room.

“After the consultation, we use the app to share the images, appointment notes and

treatment recommendations with the patient digitally,” she added.

Since integrating Observ 520x five months ago, Dr. Donnay has had a very positive patient reaction. “Our consultations are so much more efficient and collaborative. Patients tell me that they walk away feeling like they have made a positive first step in their skin journey.”

For Makan Lajevardi, owner of the boutique medspa Avissa Skin+Body (Ann Arbor, Mich.), Observ 520x has also become a unique marketing tool to attract potential clients.

We display oversized sample images taken by Observ 520x in our lobby, which sparks interests for our visitors,” said Mr. Lajevardi. “We offer to take their photos and send a follow up skin assessment report as a free service. The device takes seconds to use, so we do not lose any time or money by doing so.”

Mr. Lajevardi also purchased another Observ 520x to keep in his hair salon. “We have the hairstylist or receptionists take client images while visiting our salon,” he explained. “By the end of the appointment, our providers have reviewed the images and created a report with product and treatment recommendations and offerings for the client.”

“It is very user-friendly and portable” added Mr. Lajevardi. The device’s patented face positioning system and hood sit on top of a stand with wheels, and the entire device fits in a provided carrier case. “We have done a few co-op events with local businesses, and have taken the Observ 520x with us to promote our services. It is a very edgy technology to have – we love it.”

In addition to creating new business, Observ 520x has also helped Mr. Lajevardi with client retention. “Clients cannot see the structural changes taking place in the skin after treatment, so being able to actually show them that the treatments and products are working helps inspire client confidence in our providers’ expertise.”



Kristina Donnay, DNP
Owner
Maricopa Wellness Center
Maricopa, AZ



Makan Lajevardi
Owner
Avissa Skin+Body
Ann Arbor, MI

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Combined Non-Ablative Fractional Technologies Offer Dynamic Approach to Facial Revitalization

By Cindy J. Papp, Contributing Editor



Before and after treatment with Secret DUO

Photos courtesy of Mira Kaga, MD

Radiofrequency microneedling (RFMN) is one of the most popular and innovative approaches to treating skin quality, tone, stretch marks and textural irregularities. In addition, clinically proven erbium laser treatments provide effective skin revitalization and resurfacing and can treat a multitude of skin conditions such as fine lines, aging skin, scars and pigment.^{1,2} Secret™ DUO by Cutera (Brisbane, Calif.) combines these two technologies (Secret RF microneedling and Er:Glass 1540 nm laser) into one revolutionary platform to tar-

get the common signs of aging on all skin types with fast treatment and little to no downtime.

“We see a wide range of patients and treat all skin types for a variety of skin concerns,” reported dermatologist Ashish Bhatia, MD (Naperville, Ill.). “When adding devices to our practice, it is important that we have solutions that can be used across our patient base, and Secret DUO offers exactly that.”

According to Dr. Bhatia, combining RFMN and 1540 nm laser treatments work together to remodel skin and build new collagen from the inside out. “The laser affects the tissues from the surface of the skin down to a certain depth in the dermis, while the RFMN treatment allows additional thermal energy to be deposited at various depths, precisely chosen by the operator,” he explained. “These can be adjusted by 0.1 mm increments, which allows us to treat exactly where the concern is.”

Mira Kaga, MD, founder of The Kaga Institute (Marlboro, N.J.), added that the fractional laser approach allows for faster healing and minimizes downtime compared to ablative lasers. “When assessing our patients’ concerns and goals, we see a subset of patients that want to build collagen and improve tone and texture without the traditional downtime of a fractional CO₂ laser,” she reported. “Both RFMN and laser treatments stimulate collagen production and Secret DUO allows me to do both treatments with a single platform to amplify this effect, leading to improved skin texture, elasticity and firmness.”

Arash Moradzadeh, MD, a facial plastic surgeon in Beverly Hills, Calif. shared his two favorite protocols using Secret DUO. “For our patients with more significant issues like acne scars, pigmentary concerns and concerns about their pore size, we perform Secret RFMN at multiple depths first, then follow it up with the 1540 nm laser,” he began.^{2,3}

“The second part is our glass skin protocol,” he continued. “We first perform a diamond glow procedure using the diamond abrasion and infusion to clear the dead skin cells and to infuse growth factors into the skin. We follow this with the I-MOTION Secret DUO 1540 nm laser to work on the surface of the skin for pigmentation, enhanced glow and closure of pores. At the end we repeat the infusion process with our diamond glow. Although patients see a significant difference after their first session, I like to do this more as a series of three, once every three weeks.”

Patients seeking a minimally invasive treatment to help boost a youthful appearance can take advantage of the Secret Glow treatment featuring the 1540 nm laser. Both laser and RFMN technologies can be used individually or together for customized outcomes.

“We often combine the Secret DUO with fillers, neuromodulators and other non-ablative laser treatments,” Dr. Bhatia added. “Secret DUO has also become a part of our AviClear® acne treatment journey. Once we have cleared a patient’s active acne, we can effectively treat the acne scars and textural irregularities with little to no downtime.”

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Photos Courtesy of Evren Gökeşme, MD



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Photos Courtesy of Evren Gökeşme, MD



Results may vary.

The Latest Innovations in Plasma Technology

By Cindy J. Papp, Contributing Editor

Contributing to an expansion in the demographics of aesthetic patients, the trend of non-invasive skin revitalization has been significant. People of all ages are seeking procedures like microneedling or radiofrequency (RF) to refresh their skin and ward off the signs of aging. PLEXR® Plus, by Med Results (Los Angeles, Calif.), seeks to usher in a new era of aesthetic facial rejuvenation by taking skin revitalization to the next level with trending treatments such as the 'Rockstar' treatment and the PLEXR Shower.



Before and after PLEXR neck lift
Photos courtesy of Luciana Bandoni, MD

for physicians is the easy-to-apply energy, and benefits for patients include a faster recovery with less damage to the surrounding tissue and minimal downtime.”

Dr. Hekmat shared that she uses her PLEXR device for skin rejuvenation and tightening. “For mild skin tightening, one treatment will be enough, but for more severe skin laxity, at least two to three treatments every six to eight weeks is ideal,” she mentioned. “I use topical lidocaine for numbing and to help mitigate pain during the procedure. I use PLEXR Plus for shrinking the large pores on the nose and cheeks and to smooth skin texture of the face and neck; in combination with injectables like dermal fillers to help with volume loss; and polydioxanone (PDO) threads for lifting. I have also used PLEXR Plus for abdominal skin tightening.”

According to Mr. Kalantari, the PLEXR Shower and Rockstar treatments fall under the category known as nano-ablative plasma. Each treatment utilizes a triangular tip with a 1 cm to 2 cm spot size to release numerous nano plasma bolts onto the skin’s surface. This process creates micro holes in the skin, triggering skin tightening and enhancing skin permeability, ultimately promoting overall rejuvenation. “The most sought-after result achieved with PLEXR Shower treatment is an immediate skin lifting effect with no downtime, making it a convenient and highly effective option for rejuvenating and tightening the skin,” he added.

“We are currently exploring new indications that were previously challenging to treat, such as psoriasis, eczema and ocular surface microsurgeries, along with procedures for pterygium and pinguecula,” Mr. Kalantari continued. “This ongoing research promises to expand the applications of plasma technology and its role in the field of aesthetic medicine.”

Driven by innovations like PLEXR Plus, the future of aesthetic plasma treatments is expanding and is proving to be another exciting tool for cosmetic practitioners to help their patients turn back the clock.

“Imagine an ablative technology with no thermal damage...this is PLEXR,” stated researcher and developer of PLEXR Plus, Arash Kalantari (Beverly Hills, Calif.). “We developed PLEXR to address specific gaps in plasma technology and offer a nonsurgical alternative, which we now call ‘soft surgery’. While PLEXR has been a pioneer in the field of plasma generators, what sets it apart is the minimal thermal damage it imparts. Unlike other devices, PLEXR does not rely on RF or high electric currents, making it the safest energy-based device available.”

Maryam Hekmat, MD, founder and medical director of VIP MedSpa Clinic (San Diego, Calif.) incorporates PLEXR Plus in her practice and finds that the device does have advantages over other technologies. “PLEXR Plus is an ablative modality that stands out from lasers by sublimating tissue, not vaporizing it,” she explained. “This innovative, patented approach ensures minimal thermal damage as the energy remains outside the skin, effectively removing tissue without additional harm. A benefit



Arash Kalantari
CEO and Founder
Med Results
Beverly Hills, CA



Maryam J. Hekmat, MD, FACP
Founder and Medical Director
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Expandable Multi-Modality Workstation Delivers Impressive Versatility, Outcomes and ROI

By Cindy J. Papp, Contributing Editor

In the realm of medical aesthetics, there has been an evolution to include a wide range of treatments designed for natural results, safety, and little to no downtime. Due to the number of these in-demand technologies, each addressing different patient concerns and demographics, it may be difficult to choose which services to include in an aesthetic practice. The Luvo Darwin, exclusively distributed by Powered by MRP (Park City, Utah), can help practices build a customized set of essential treatments in one multi-modality workstation for a significantly lower investment. The platform costs around half the price of the only other system on the market with similar configurations.

Facial plastic surgeon and founder of MobleyMD, Steven Mobley, MD (Millcreek, Utah), explained the advantages of having multiple technologies in one device. “It allows me to offer a variety of treatments without having to purchase several machines,” he explained. “It brings versatility that single modality machines do not offer and has been great for our boutique type practice.”

A variety of handpieces are available with the Luvo Darwin, which can be added as needed, and offer essential treatments endorsed by top aesthetic practices. With multiple pulse train options, the Lucent IPL™ handpiece comes with three spot sizes to customize treatment on all anatomical areas and offers a variety of filters to address a wide range of patient concerns. “We use it often to treat hyperpigmentation which is what a lot of people in Utah are looking for,” reported Dr. Mobley. “In addition, technicians have several filters available to effectively improve acne, photodamage, redness, broken capillaries and stimulate collagen more efficiently for each patient.”

Radiofrequency (RF) microneedling and surface RF are popular treatments for patients to address the early signs of aging and rejuvenate skin. “The Refresh™ surface RF handpiece helps me treat a wide range of patients and achieve a noticeable result in skin texture and firmness. This modality is a must if any patient wants an anti-aging treatment,” Dr. Mobley stated. “In addition, the Prolift RFM™ RF microneedling handpiece reduces fine lines, remains relatively pain-free, and is effective with little to no downtime. Not only that, disposable costs are low compared to other devices.” Dr. Mobley also highlighted the vacuum technology included in the lightweight Prolift RFM handpiece. “It makes the treatment more comfortable while also efficiently addressing more sensitive areas.”

“It brings versatility that single modality machines do not offer and has been great for our boutique type practice.”

In addition, Luvo Darwin includes the BARE 808 diode handpiece for fast and effective laser hair removal. According to Dr. Mobley, it has a large spot size with in-motion technology that helps him offer quick hair removal treatments with minimal discomfort.

“What attracted me to the Darwin device was the versatility and ease of use,” Dr. Mobley expressed. “The ability to add to the machine as our aesthetic practice grows made it the right choice for us.”



Steven Mobley, MD
Facial Plastic Surgeon
Founder
MobleyMD
Millcreek, UT

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“The ability to add modalities to the Luvo Darwin as we grow has made it unquestionably the right choice for our aesthetics practice. We have the opportunity to offer a variety of treatments at our boutique practice without having to purchase several machines. The system allows for much more versatility than single modality devices. We specifically love the RFMN handpiece for reducing fine lines. It's effective, has little to no downtime, is relatively pain free, and has low consumable costs compared to other devices.”

— Dr. Steven Mobley, MD

Mobley MD Facial Plastic Surgery, Salt Lake City, UT



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Dual Wavelength Laser System Prevails as Practice Workhorse

By Kevin A. Wilson, Contributing Editor

There is no shortage of versatility claims in the aesthetic industry, but few devices deliver on those claims. One powerful example is the dual wavelength ADVATx laser system from Advalight (Copenhagen, Denmark), whose 589 nm and 1319 nm wavelengths can be used individually or concurrently. With 25 FDA-/CE-cleared applications to date, the ability to treat patients of virtually any age or skin type, and the advantage of no consumables, the ADVATx's utility gives it workhorse status, and the robust platform is up to the challenge.

This dynamic device is effective as a stand-alone treatment with many iterations using its two wavelengths, but it also excels at elevating other procedures and therapies to the next level. Donna Stockton, MD, a dermatologist at Dermatology and Skin Surgery Associates in Mokena, Ill., relies on the ADVATx device and uses it all throughout the day, every day the practice is open – making the lack of consumables a helpful advantage, among others. In addition, pre- and post-treatment protocols are minimal due to the tunability of the laser, making treatment time more manageable.

"I love it for acne and rosacea, but we are always finding other uses for it," Dr. Stockton stated. "We are continually surprised by its utility and the way it can augment so many procedures. For instance, I go over all of my surgical scars with it because it reduces the redness, which patients absolutely love. Our estheticians also use it for fine lines and wrinkles as well as for finishing up at the end of lighter treatments, like facials, to smooth out the skin and reduce pore size. As patients repeatedly describe, it gives them a 'glow.'"

ADVATx employs complementary 589 nm and 1319 nm wavelengths that can be emitted individually or concurrently via proprietary PulSync Technology. This involves the novel use of Q-switching, a YAG crystal, and a non-linear lithium triborate (LBO) crystal to craft a 589 nm beam out of a 1319 beam from a second emitter.



Before and 90 days after a course of treatments with ADVATx
Photos courtesy of Donna Stockton, MD

The yellow 589 nm wavelength is the gold standard for redness and unwanted vascularity, but has also recently been demonstrated to reduce porphyrins,* a key aspect of inflammation management that can have a positive effect on many skin conditions. With water as its chromophore, the 1319 nm wavelength is a known powerhouse for thermally generated dermal collagen remodeling.

"I – and I think many of us – used to look at things as one diagnosis at a time, whether it is a laser or intense pulsed light (IPL) or anything else," Dr. Stockton noted. "Now I can treat many things on the face at once. A great example is ADVATx for treating rosacea, on the spectrum of skin types, including skin of color; it is the redness that bothers the patient, and we see immediate relief from that. It will also address any discolorations or hyperpigmentation, and there is a certain anti-inflammatory aspect as well which helps improve acne. When a patient lies down on the table hoping for reduced redness, they get a unique trifecta of improvements beyond that. ADVATx provides the kind of outcomes for which patients seek maintenance treatments, and readily tell their friends about. We do excellent work here, but that is a level of response and dramatic patient satisfaction I do not see with other modalities."

*Data on file, Advalight (Copenhagen, Denmark)



Donna Stockton, MD
Dermatologist
Dermatology and Skin
Surgery Associates
Mokena, IL

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Combined 589/1319 nm, Acne
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Combined 589/1319 nm, Rosacea
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Radiofrequency Microneedling Device Targets Facial Fat

By Jessica Barry, Contributing Editor

Now more than ever, patients want nonsurgical solutions to counteract signs of aging. Radiofrequency (RF) microneedling devices have helped physicians meet this ever-increasing demand, but not all these devices are created equal, according to one expert.

“We tend to think that all RF microneedling devices are the same, but they are not,” stated David Goldberg, MD, JD, a dermatologist and medical director of Skin Laser & Surgery Specialists, a division of Schweiger Dermatology Group (New York, N.Y.). “Yes, all of these devices use needles to deliver RF energy to the skin, but none target fat like Agnes RF does.”

Originally created to treat acne, Agnes RF is a monopolar RF microneedling device from AGNES Medical (South Korea and Torrance, Calif.) that delivers short bursts of high energy, known as square wave energy, through its unique micro-insulated needles.

Gun Ahn, MD, dermatologist and founder of Gwoonsesang Clinics (South Korea), who developed Agnes RF, used his knowledge of skin anatomy to determine the length of the device’s nine different needles, as well as the amount of insulation each would need to protect the upper layers of the skin from thermal energy output during treatment.

“This is what makes Agnes RF so unique,” Dr. Goldberg pointed out. “I can treat the submentum, jowls and even lower eyelid bags. This is because the needles reach the depth needed to target fat, the device generates enough power to melt that fat, and the insulation of the needles ensures that the outer layers of the skin are not burned during the process.”

“It has really filled a gap in my armamentarium of devices,” said Ashley Magovern, MD, dermatologist and founder of Manhattan Dermatology (Manhattan Beach, Calif.). “I am able to do procedures that I previously could not do nonsurgically, which has been huge because many of my patients are not interested in getting surgery.

“With Agnes RF, I can also offer a very personalized approach with each treatment – which

is refreshing,” she added. “The results are often very dramatic, which makes patients very happy.”

“The procedure has a very high satisfaction rate in my practice,” shared Sarah Haydel, MD, dermatologist and founder of Haydel Dermatology (Houma, La.). She demoed several other RF devices before adopting Agnes RF. “I found Agnes to be one of the most comfortable RF devices for my patients. They can usually tolerate the treatment for 45 minutes to an hour with numbing cream.”



Acne and submental region before and after treatment with Agnes RF
Photos courtesy of Ashley Magovern, MD

Dr. Haydel administers one to two treatments for lower eyelid bags and one to three treatments for the lower face and neck. She mentioned that, “most patients have three to five days of downtime with treatment of the neck and lower face, and seven to ten days of downtime on the eyes.”

In Dr. Haydel’s experience, the consumable cost of Agnes needles is also very affordable, allowing for a nice return on investment. And I like that the device is small compared to other machines – it can sit on a cart that can easily be moved from one room to another, or even a second office location.”

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Achieving Natural and Effective Skin Tightening with the Frequency of Wellness

By Cindy J. Papp, Contributing Editor

Moving beyond the scope of medical applications and dermatology, radiofrequency (RF) has become a popular technology to treat facial wrinkles and skin laxity. Today's innovative devices have made RF a core treatment in many cosmetic practices with a wide range of applications including natural and effective skin tightening.

ThermiRF+™ by Thermi (Austin, Texas) is an FDA-approved device that delivers optimized RF energy at a consistent dosage of 460 kHz in a single multi-modality platform. Monopolar RF delivery ensures a high concentration of targeted energy, while 20 W and 50 W capacities provide greater temperature control for safe and effective treatments.

Red Alinsod, MD, director and founder of South Coast Urogynecology (Irvine, Calif.) and The Alinsod Institute for Aesthetic Vulvovaginal Surgery (Dallas, Texas), explained that ThermiRF+ includes a variety of handpieces in different sizes and shapes that can be used to customize treatments and applications. "RF devices help increase blood flow, collagen and elastin, but only 460 kHz devices have been shown to increase the density of small nerve fibers both histologically and clinically," he shared.¹ Owing to this unique quality, it has become known as the frequency of wellness.

Dr. Alinsod explained that the range of handpieces and intelligent software for ThermiRF+ allow the provider to easily switch between modes that include ThermiSmooth®, ThermiTight® and ThermiVa®, with more to come soon. Each technology uses 460 kHz to help tighten skin, reduce wrinkles and enhance the appearance of skin on multiple areas of the body.

"ThermiSmooth was the original module that uses various size handpieces to treat around the eyes, face and neck, and the larger handpieces to treat areas like the knees and abdomen to shrink and tighten the skin," Dr. Alinsod indicated. "ThermiTight is a mode that can be used to apply RF under the skin for controlled

subdermal tissue heating, causing the skin to contract and tighten from underneath. This is done by making a very small incision in the skin, then inserting the temperature-controlled probe that emits RF energy to effectively treat the jowls, neck and even the abdomen.



Before and nine months after three treatments with ThermiSmooth
Photos courtesy of Denis Branson, MD

"I modified the ThermiSmooth handpiece and created another mode we call ThermiVa, so this is the same device to be used on specialized conditions of the vaginal area, such as dryness or painful intercourse," Dr. Alinsod continued. "Histologic findings of the vaginal canal and labia majora demonstrated improvements in the epidermal and stromal cells.¹ One of my popular protocols using ThermiVa includes a ten-minute treatment on the outside of the vagina, which is safe enough to go over the labia majora and clitoris. Then we do ten minutes inside the vagina to treat the G spot areas, bladder and vaginal floor. The entire treatment helps restore vaginal elasticity, mucosal thickness and lubrication, and best results are seen with three treatments, one month apart and then a touchup once every six to twelve months."

The merging of Thermi's RF technology with the cutting-edge biologics solutions is an ideal partnership for today's aesthetic practices. ThermiRF+ can provide standalone treatments for the face and body, and be used in combination with biologics, enabling providers to offer their patients integrated, restorative anti-aging treatments.

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The Power of PDO: Enhancing Every Dermal Layer of Skin

By Cindy J. Papp, Contributing Editor

As adaptive providers continue to add high-demand treatments that are minimally invasive with proven results, polydioxanone (PDO) threads and treatments are also evolving. PDO Max (Liverpool, N.Y.), a trusted manufacturer of threads, not only offers the latest, cutting-edge FDA-cleared threads-in-cannula, but has also launched the only PDO microparticle based serum in the U.S. The company's line of innovative PDO-based products enables practitioners to rejuvenate every dermal layer of skin safely and effectively.

When combined with PDO Max's Smuth threads and Levo Lock™, they contribute to a comprehensive facial rejuvenation procedure that can be performed in-office in under an hour.

"I combine Molded Levo Lock and Molded Levo Max threads when I am treating a full face," reported injector, Sheila Surdu, CANS, RN, BSN (Potomac, Md.). "I use Levo Lock threads in the brow to really hold them in place and in the mid cheek for lifting, and the 18- or 19-gauge barbed Levo threads in the mid and lower face," shared Ms. Surdu. "I use Molded Levo Max along the jawline and submentum to really contour the jawline. Combining the various threads produces a beautiful, lasting result."

PDO AfterGlo is the unique skin boosting serum that incorporates PDO microparticles, equivalent to 1,000 smooth threads in powder form and suspended in non-cross linked hyaluronic acid (HA). According to Kelly Hermans, CRNA, founder of Beautiphi Aesthetic Boutique (Rochester, Mich.), AfterGlo is a serum that is safe for all skin types and consists of soluble particles that can penetrate the epidermis. "We incorporate AfterGlo into a lot of treatments at Beautiphi. We have a

signature facial that uses microchanneling with Afterglo. We also use it during SaltFacials (Merz Aesthetics) with the cavitation ultrasound modality, during radiofrequency (RF) microneedling, and after laser procedures to increase hydration and decrease healing time," Ms. Hermans shared.

For aesthetic practices looking to add threads to their service offerings, PDO Max also offers one-on-one in office training and e-learning courses. "In my opinion, thread treatments are a necessity to keep your patients looking natural, but to master them takes more than just a class," Ms. Prokopenko stated. "Thanks to great training with PDO Max, my thread treatments are now very predictable. I get what I am looking for, my patients love the outcome, and once they try threads, they never go back."



Before and after treatment with PDO Max threads
Photos courtesy of Sheila Surdu, CANS, RN, BSN

PDO Max Smuth™ threads are used for intradermal weaving to stimulate collagen for a refreshed look that lasts. "Our skin naturally ages in several layers. We lose the bone, deep fat pads and superficial fat pads," said Inna Prokopenko, RN, an aesthetic provider at Viso Bespoke Aesthetics (Salt Lake City, Utah), who has been providing thread procedures for over ten years. "I incorporate Smuth threads with a weaving technique to improve skin quality and firmness, while creating a slight lift at the same time. The threads are anchored deep in the temporal fascia, in five vectors in the face, which are the same vectors used in a facelift."

Engineered specifically for contouring the lower face, jawline and general submentum area, Molded Levo Max™ are bi-directional, barbed threads designed to stay anchored in place.



Inna Prokopenko, RN
Viso Bespoke Aesthetics
Salt Lake City, UT



Sheila Surdu, CANS, RN, BSN
Potomac, MD

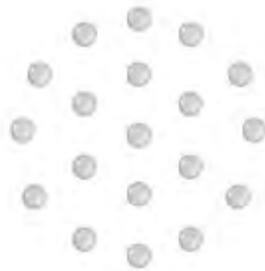


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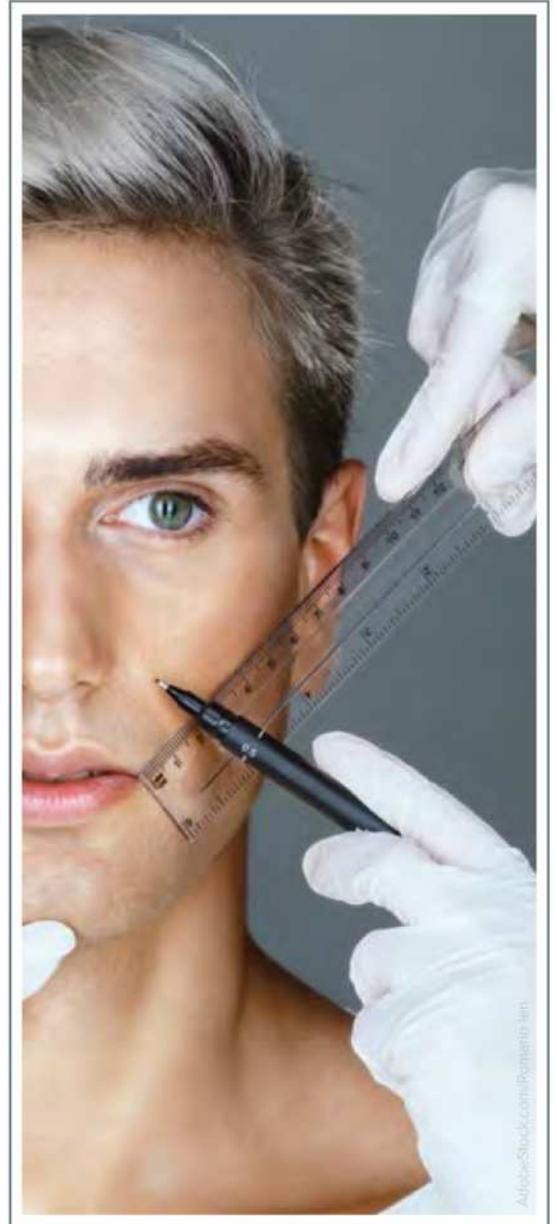
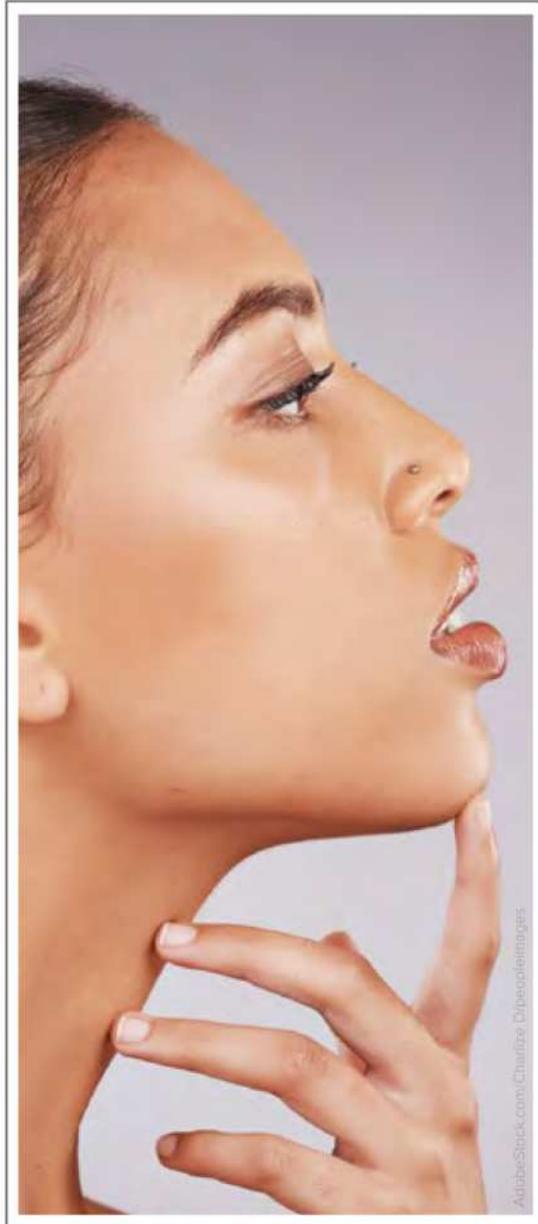


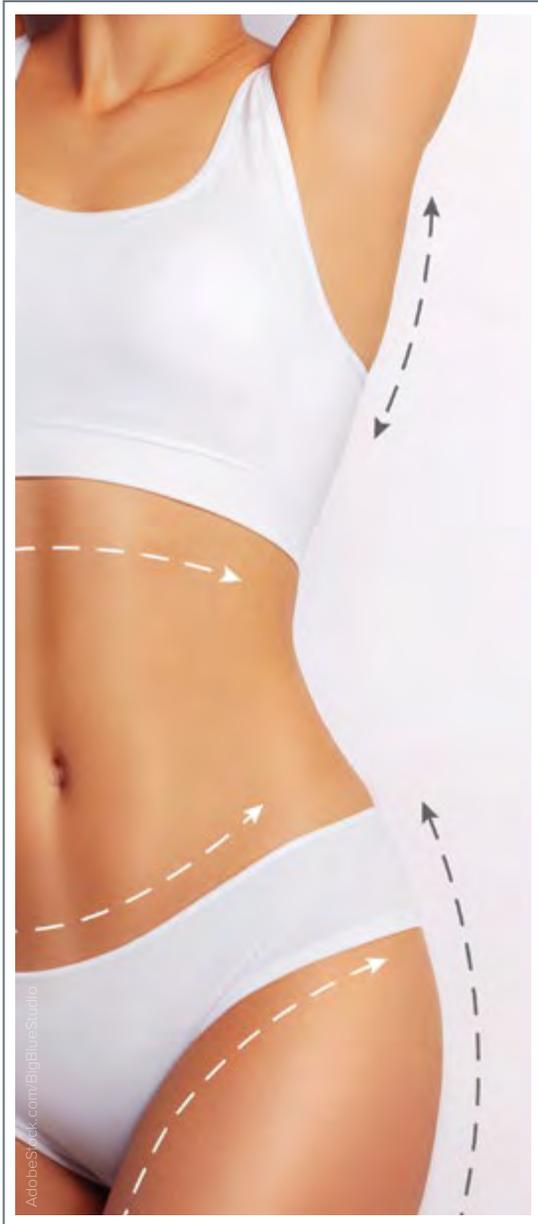
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Mastering the Art of Thread Lifting: Advanced Techniques and Insights

By Cindy J. Papp, Contributing Editor

While supply chain challenges adversely impacted the aesthetic industry during the COVID-19 pandemic, the market rebounded as thread lifts gained traction thanks to the lower cost of treatments, improved technology, and patient desire for non-invasive procedures. Considered a revolution in anti-aging by some practitioners, thread lifts have maintained popularity with a market size expected to grow from \$142.99 million in 2023 to \$204.14 million by 2028, according to Mordor Intelligence™.

Cigdem Gali, MSPA, PA-C, owner of Galiderm Aesthetics & Plastic Surgery (Royal Palm Beach, Fla.) uses threads in her practice to provide nonsurgical facelifts. “Today’s patients want a more natural look that will last and enhance their natural beauty,” she said. “In my opinion, bioregenerative treatments are definitely the new wave in aesthetics, and today’s polydioxanone (PDO) threads provide a biostimulatory treatment to restimulate collagen and reposition the tissues for a natural lift, thanks to molded threads that last longer than previous versions. We are now able to treat the aging process, giving our patients better outcomes and longer lasting results.”

Lauren Voss Mitschrich, PA-C, a dermatology physician assistant at Beauty by Buford (Lone Tree, Colo.) believes the aesthetic market is beginning to see the use of threads expand. “With the rise of biostimulators like poly-L-lactic acid (PLLA) and calcium hydroxylapatite (CaHA), PDO is making a bit of a splash with smooth threads. PDO Max (Liverpool, N.Y.) just launched a micronized version of their smooth PDO threads called PDO AfterGlo™, which is a hydrating skin booster made of powered PDO sutures and hyaluronic acid (HA) in a serum,” said Ms. Mitschrich.

“I use suture lifts and specifically prefer the Silhouette InstaLift (Suneva Medical) procedure,” reported Gregory Buford, MD, the president and CEO of Beauty by Buford. “This procedure uses PLLA/poly lactic-co-glycolic acid (PLGA) sutures which are more robust than your average threads, thus providing a more stable and more substantial long-term lifting solution.

I generally use suture lifts in combination with skin tightening procedures such as Renuvion (Apyx Medical) and may use fillers to restore lost volume. Combination therapy provides a much more robust and comprehensive result that is generally far more impressive than with suture lifts alone.”

Thread Techniques and Combination Treatments

According to Ms. Mitschrich, vectors are the focus in today’s thread treatments. “I love the idea of combining traditional vectors and reverse vectors for a superior outcome. This means that the traditional thread vectors for lower face lifting often start in the temporal area and extend to the jawline,” she reported. “Now, we can add reverse vectors that go from the temporal space into the scalp to further increase the tissue lift. Multiple thread companies offer this as an option now and I believe it will become the gold standard for producing maximum tissue support and lift.”

“I reposition the tissues and fat pads with a PDO thread lift using traditional vectors going from the lateral to medial portion of the face,” Ms. Gali shared. “If they need additional lifting, I will use my reverse vectors going from the medial portion of the face laterally, and that could be the mid-face to temple, or from the temple to the scalp, depending on the amount of laxity. I use PDO threads in combination with other treatments to treat the full aging process including tissue laxity.”

Ms. Gali described a typical procedure she uses for her full facial rejuvenation. “I may begin with Hyperdilute Radiesse (Merz Aesthetics) in the face, which is like a precursor. At that point the face is numb, so I can now treat with radiofrequency (RF) microneedling. After this treatment the tissue is nice and warm, and we will go ahead and place the threads for the PDO lift. Since they are also still numb at that point, I will assess if and how much HA filler is needed to address boney reabsorption in the cheek, jawline, or chin, and add volume. Typically, I may do



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Before and after thread lifting procedure
Photos courtesy of Cigdem Gali, MSPA, PA-C

a syringe of filler in the lips, the piriform fossa, the lateral cheek, or the angle of the jaw or chin. Since we have repositioned all the fat pads, the filler is for structure.” Ms. Gali added that each treatment is customized and dependent on the facial shape that they are trying to achieve, along with the patient’s baseline.

Threads for the Body

With three practice locations, Azza Halim, MD, founder of Azza MD Beauty (Boca Raton, Fla.), is known for her trademarked procedures for cellulite which combines carboxy-therapy and PDO threads. She uses her procedure to treat cellulite and loose skin on the abdomen, legs, arms and buttocks, in addition to treating loose skin on the face. “I find threads to be very versatile in their applications due to the large variety we have on the market. I use PDO threads for hair restoration, scars and fine lines, as well as for skin laxity and sagging of the face and body,” she reported. “I always assess my patients’ skin quality, lifestyle and previous treatments. My goal is to strengthen and thicken skin, so I first treat photodamage with laser resurfacing and RF microneedling to address the skin at multiple levels. I re-evaluate results at three to four weeks to decide if the patient is now an ideal candidate for PDO threads to reposition or lift tissue, as well as stimulate collagen.”

Dr. Halim explained that each style of thread has a different function including lifting, smoothing skin and collagen induction, and each style requires a different technique. “For example, if there are areas of volume loss or in need of more definition, I may incorporate dermal fillers along with PDO threads,” she said. “In addition, I use a combination of traditional blunt cannula threads as well as sharp-needle PDO surgical threads for the best lift.”

According to Dr. Halim, the ideal candidate for a thread treatment is one with mild to moderate laxity. “Patient selection is definitely



Abdomen before and after thread lifting procedure
Photos courtesy of Azza Halim, MD

key,” she emphasized. “Also, for those receiving lifting threads there are post-care instructions to follow so that they do not disengage the threads, which may lead to migration of the threads or loss of the lifting effect.”

Ms. Mitschrich added that the right techniques not only provide more comprehensive results, but also protect the patient’s results. “I think the key to success with most of these aesthetic treatments is tissue quality,” she noted. “High quality skincare and aging mitigation with revitalizing skin treatments should be used first to improve the overall skin health. After overall skin health is addressed, tissue volumization and muscle relaxation are the next steps. This is important because if the muscles are constantly pulling against the threads, the improvement from the thread treatment will quickly fade. Adequate muscle relaxation with neurotoxins is necessary to preserve the result. I often recommend neurotoxin treatment two to four weeks prior to the thread treatment.”



Before and one week after treatment with VIOLA Threads’ PDO Molding Coglyft
Photos courtesy of Arthur Yu, MD



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Resculpt Medical Threads
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Complications Management

Managing expectations in both the patient and provider can help avoid problems with thread treatments. “If the patient is lacking in volume, threads cannot do what we expect,” Ms. Mitschrich explained. “They can cause bunching or an abnormal look. We must first restore any lost volume, and this is the step where most injectors that only use filler go wrong, in my opinion. Restoration and enhancement are different. Cheeks that are too big do not lift the lower face; they just make the patient look weird. Volumizing to something near baseline is the key to success for natural results. Then, and only then, do we consider threads for tissue lifting.”

Dr. Buford also warned that while threads may provide successful results, he would like to see more scrutiny of results posted on social media from both providers and patients, as they may not indicate combined treatments, previous treatments used, and how long results last.

“As a plastic surgeon, I can assure you that threads are in no way comparable to the results of surgery and that tissue does not hold in place simply by placing threads,” he elaborated. “When used properly, I really do think we can create nice results, but the issue is that like many things in aesthetic medicine, realistic expectations are essential, which is why I encourage anyone posting their results on social media to actually show long-term results.”

Products and Technologies Watchlist

PDO Max recently launched their newest thread for contouring called Molded Levo Max, which are bi-directional barbed threads with a USP size 2, ensuring one of the strongest tensile strength threads on the market. These threads were created specifically to contour the lower face, jawline and general submentum area as part of a comprehensive facial rejuvenation procedure that can be performed in-office in under an hour. These specialized threads grab submental fat and reposition it along the natural contours created by a patient’s bone structure to address sagging, revise the neck area, elevate the jowls, and restore a chiseled silhouette associated with youth. Key features that deliver these benefits include a stopper at the top to ensure the thread does not disengage too early, making it



Before and after a thread lift with Molded Levo Max by PDO Max
Photos courtesy of PDO Max

a “sticky” thread that does not float, but instead remains anchored for great results.

VIOLA Threads (Brea, Calif.) have received FDA 510k clearance (#K190264) for barbed sutures designed for soft tissue approximation, particularly when the use of absorbable sutures is suitable. When strategically placed in the dermis, these threads create a framework for lifting and tightening loose, sagging skin, while stimulating neocollagenesis for long-lasting results. According to the company, all VIOLA Threads products are manufactured, sterilized, and prepared in South Korea, maintaining high-quality standards, then shipped directly to Southern California, ensuring efficiency and reliability. Arthur Yu, MD, a board-certified plastic surgeon and owner of Premier Cosmetic Surgery & Medspa (Arcadia, Calif.) credits



Before and after a thread lift with MIRACU PDO threads by BENEV
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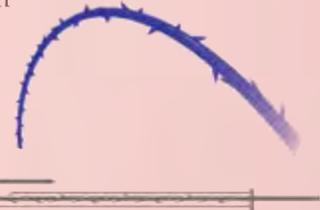
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VIOLA Threads provide medical aesthetic practitioners with various types of fully biodegradable threads that come in different shapes, sizes, and even materials, including PDO, PLLA, and PCL.



PDO **Doublelyft** Flat Mesh
Under Chin Area



PDO **5D Fix** Coglyft
Full Face



VIOLA Threads, for helping him win first place in the 2023 AMWC Monaco PDO thread facelift competition. "VIOLA's PDO threads are very reliable and the results I obtain are fabulous. In my opinion, the service representatives are the best in the industry; if I had an idea, they were always quick to respond by making custom-designed threads I desire," he shared.

Bridging the gap between fillers and surgical facial rejuvenation are MIRACU PDO threads by BENEV (Mission Viejo, Calif.). MIRACU threads are molded for improved tensile strength and available in an extensive variety of types, sizes, gauges and cannula tips. Their specialty threads include the Forte PDO thread with bi-directional cogs and the ELASTY Meshfill, the 16-line PDO thread for volumizing and rejuvenation. BENEV is the first company to get FDA 510k clearance for a pre-loaded PDO thread with a designation for soft tissue approximation and the only company to be in a direct partnership with Dong Bang Medical, the largest manufacturer of cannulas and PDO threads in the world.

Resculpt Threads (West Los Angeles, Calif.) supplies physicians and other aesthetic providers with premium selected threads that enable providers of all skill levels to build confidence in their technique. Founded by Nancy Kim, MD, an aesthetic physician who has performed thousands of thread lift procedures at her office, Adagio Aesthetic Medicine and Thread Lift Center (West Los Angeles, Calif.), the company offers absorbable PDO sutures for tissue approximation for nonsurgical cosmetic procedures. Resculpt Threads are curated through experience by Dr. Kim, some of which are exclusive and unavailable through other thread companies. Resculpt threads are selected for ease of use and versatility with a collection that includes Boost Braided threads, reportedly the thickest threads on the market for collagen production, and Precision Barbed threads, which are pre-loaded on correction enabled cannulas. The company also provides training and education to ensure the best patient outcomes.



Tear troughs before and six weeks after treatment with Resculpt Boost Threads
Photos courtesy of Nancy M. Kim, MD

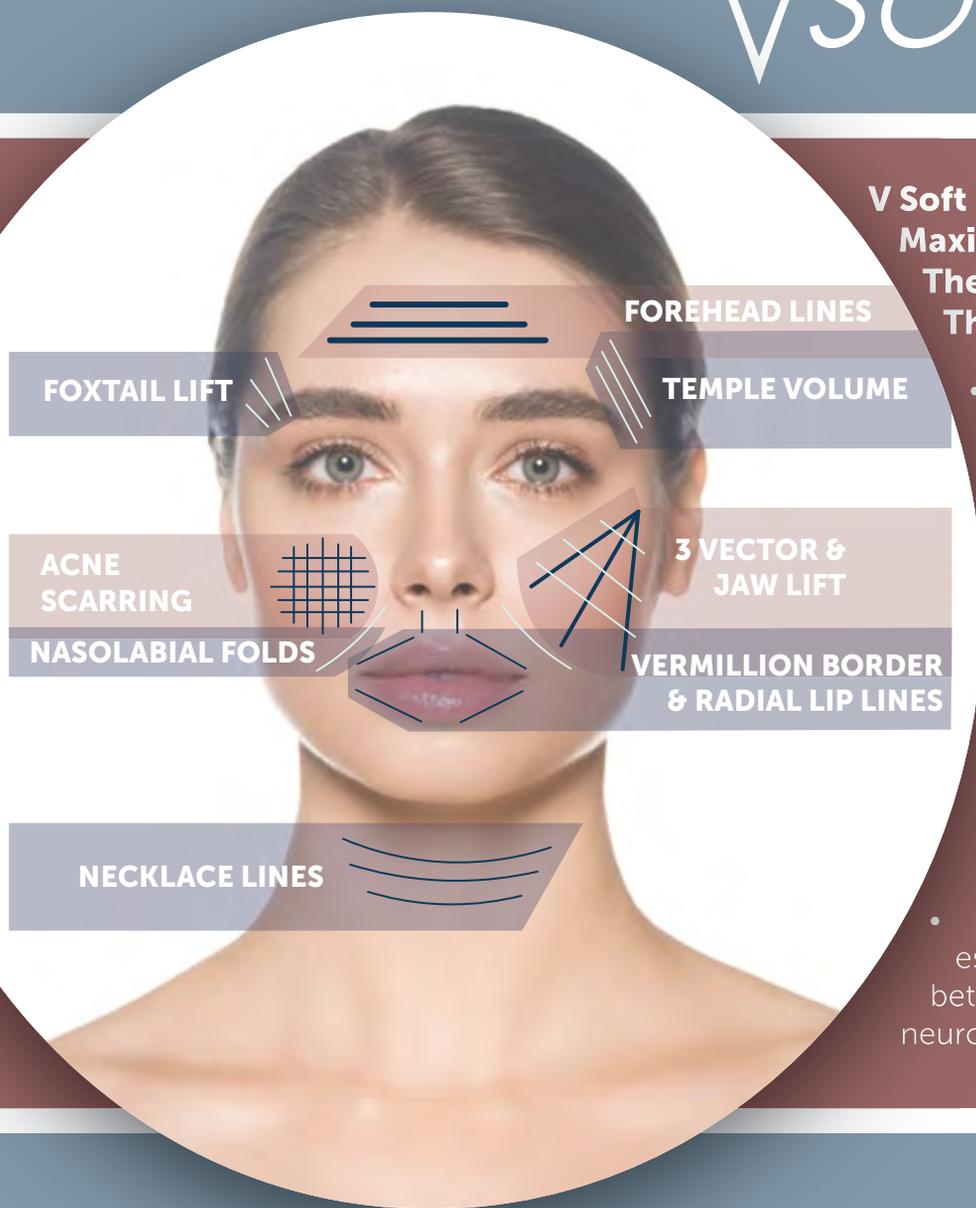
V Soft Lift® PDO threads from V Soft Lift USA (Atlanta, Ga.) have a Class II FDA-clearance for both the PDO thread and the insertion cannula. According to the Company, V Soft Lift PDO threads deliver the maximum aesthetic results with the minimum number of threads and offer one of the most extensive and innovative high-end PDO thread portfolios available. Specialty techniques include the LIFT Technique with cogged, patented threads for an immediate lift, the GRID technique with smooth threads that boost collagen, and the VOLUME technique™ using smooth threads that are designed to use with filler for extra volume. V Soft PDO threads are competitively priced, while the company partners with top aesthetic training organizations to offer their providers discounted training.



Before and one week after combination treatment of smooth and lifting threads from V Soft Lift USA
Photos courtesy of V Soft Lift USA

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Absorbable Braided Mesh Threads: Alternative to Fillers for Tear Troughs

By John Jesitus, Contributing Editor

For hollowing and laxity in the delicate under-eye area, absorbable polydioxanone (PDO) threads are providing a safe solution that avoids potential filler complications including bruising, bumps and migration. Over time, PDO naturally stimulates collagen production, thickening overlying skin so effectively that friends and even strangers tend to notice.

Some providers will not inject fillers in the tear troughs, noted Nancy Kim, MD, owner of Adagio Aesthetic Medicine and Thread Lift Center, and Resculpt Medical Threads, in West Los Angeles, Calif. This is because no matter how perfect one's technique is, irregularities sometimes happen. "The skin is fragile there. Filler will sometimes bubble up to the surface and need to be dissolved."

An absorbable 19G braided mesh PDO thread works so well under the eyes that when the distributor of this product closed, Dr. Kim took over distributing the product, now called Boost Threads by Resculpt. "It is a more natural way of treating that area because the

threads stimulate so much collagen that it also thickens the skin enough that it looks like it has been filled," she explained.

In studies of infraorbital thread lifting, patients who underwent braided PDO thread lifting in the tear troughs achieved statistically significant improvements and high patient satisfaction.^{1,2}

Braiding eight thinner threads in a ropelike fashion stimulates more collagen than similar lifts performed with eight individual threads, while using fewer insertion points, Dr. Kim shared. Providers can simply insert the braided threads, which come already loaded in a cannula, through two insertion points created with a needle, one on each side of the face.

Dr. Kim typically inserts two 38 mm threads per side. "It is best to insert a little beyond complete insertion because if there is any remaining thread extruding out of the hole, then

the whole thread must be pulled out and replaced." She also advised applying gentle pressure while retracting the cannula to ensure that the thread stays under the skin.

A particularly challenging case involved a woman with severe under-eye laxity who rejected surgery and fillers. "Because she had very thin skin, I opted not to go directly into the tear trough skin, but 3 mm to 4 mm below it so that the collagen stimulation that occurred there would spread into the area of delicate skin," Dr. Kim explained.

When this specific patient was treated, she achieved enough skin thickening after one treatment that she chose to undergo two more procedures each spaced two months apart. During those sessions, Dr. Kim placed the threads more directly in the tear trough region without complications despite the thinness of her skin.

After this patient's first treatment, a neighbor noticed so much improvement that she underwent the procedure herself. Additional new patients have requested the procedure after seeing results achieved by friends and total strangers, Dr. Kim reported.

Post treatment, patients should sleep on their back for a week to avoid displacing the threads. Because patients with fat herniation in the infraorbital region likely will experience significant swelling, she added, they should sleep with their head elevated for three days after treatment.

Most patients require one treatment, with results lasting one to two years. Additionally, the procedure combines well with traditional cheek and jowl treatments such as fillers or barbed-thread lifts.

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Undereye hollowing before and six weeks after treatment with Resculpt Boost Threads
Photos courtesy of Nancy M. Kim, MD



Nancy M. Kim, MD

Owner
Adagio Aesthetic Medicine
and Thread Lift Center
Resculpt Medical Threads
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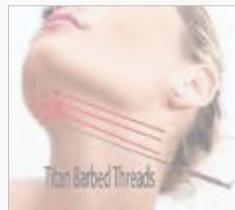
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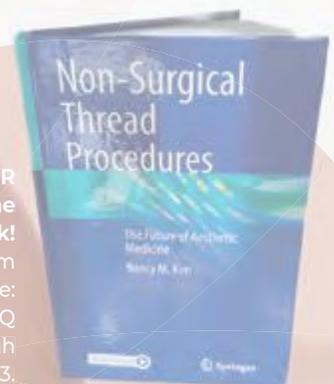
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The versatile collection of threads is curated by Dr. Nancy Kim, the author of *Non-Surgical Thread Procedures: The Future of Aesthetic Medicine*, the first and only textbook about thread procedures published by a physician practicing in the USA.



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Needle-Free Scalp and Hair Restoration Harnesses Two Powerful Technologies

By Kevin A. Wilson, Contributing Editor

Thinning hair problems span across patient genders, ages and ethnicities, and is among the top aesthetic concerns. According to the *American Hair Loss Association*,¹ about 85% of men experience hair loss by the age of 50, and about 40% of hair loss sufferers are women. The emotional impact of hair loss, particularly for women, can be quite substantial. Experiments utilizing platelet-rich plasma (PRP) and similar products to address scalp and thinning hair concerns – both with and without assisted delivery – have yielded varying and unpredictable results.

Enter KeraLase, a combination of KeraFactorMD serum from SKINQRI (Lincolnshire, Ill.) and the LaseMD Ultra™ from Lutronic Corporation (Billerica, Mass.). This protocol takes advantage of the unique properties of the serum, which is able to penetrate the scalp's surface via the dry channels created by the LaseMD Ultra's thulium laser. Users report restoration of the hair and scalp that is better and more consistent than ever seen with PRP.

KeraFactor products are the result of six years of research into the cause and treatment of thinning hair, designed specifically for improving the scalp and hair health. They are composed of various proteins and growth factors delivered in nanoliposomes (under 200 nm in size) to facilitate delivery without causing skin irritation. Its target is the hair follicle, deep within the skin at the basal epidermis, to stimulate neovascularization, microcirculation and other processes that restore and maintain hair and scalp health.

"PRP does work, but research has shown that while some PRP growth factors promote hair growth, others are negative for hair growth. Compared with PRP, selection and concentrations of growth factors are highly customized in KeraFactorMD to produce more consistent needle-free outcomes," explained facial plastic surgeon Arash Moradzadeh, MD (Beverly Hills, Calif.) who has a robust hair restoration arm within his private practice. "Growth factors that

may inhibit or not help with hair health are not included. In addition, there are growth factors and other compounds like the nanofluorosome that help with reduction in inflammation and dihydrotestosterone (DHT)."

KeraFactorMD reportedly contains the highest concentrations available, from 50 to 1,500 times what is available in PRP, depending on the growth factor, and contains nanofluorosomes – strong anti-inflammatory and anti-androgenic compounds wrapped in nanoliposomes – that can be activated by laser hair caps emitting power in the range of 630 nm to 690 nm, which are often already employed by hair restoration clinics as well as patients at home. SKINQRI offers devices for this very purpose, according to Dr. Moradzadeh.



Before Tx (left), after two treatments with KeraLase (middle), and after six treatments with KeraLase (right)
Photos courtesy of Arash Moradzadeh, MD

LaseMD Ultra is the second generation of the venerable LaseMD. Designed for a wide variety of skin revitalization procedures, its aspherical lens allows for greater beam diameter (200 µm to 350 µm) and scan size (up to 6 mm x 10 mm) with consistent, precise energy delivery. Emission of laser micro-beams is randomly distributed by the scanner to prevent hotspots or the usual visible grid-like pattern. It is ideal for this treatment because while it creates non-ablative dry channels, the aggressiveness can also be modulated easily to accommodate the needs of the procedure, and as such, it has been used with a variety of topicals to facilitate penetration of safe actives.



Arash Moradzadeh, MD
Facial Plastic Surgeon
Beverly Hills, CA

Microbeams from the 20 W, 1927 nm thulium laser employed within LaseMD Ultra create the non-ablative dry microchannels in the scalp, which allow for penetration of the powerful KeraFactorMD serum. This allows for five to seven times greater absorption of nanoliposomes, such as those used in KeraFactor products.

“Without these dry channels the compounds will not penetrate,” Dr. Moradzadeh explained. “A roller or microneedle device would create oozing channels that would not have the same effect.”



Before and after six treatments with KeraLase
Photos courtesy of Arash Moradzadeh, MD

While results may vary, outcomes will manifest over several weeks as the patient begins to notice an improvement in scalp health, improved hair shaft size and thickness, and even the appearance of new hair in active follicles. “What I normally see first is improvement in scalp health, which for my patients tends to be poor initially. This is followed by a reported reduction in shedding; they notice less hair on their pillow, less hair is coming out when they brush their hair or in the shower. This then translates into increased hair density as the total number of hairs on their scalp at any given time is much higher, so they are getting a noticeable improvement in fullness and hair quality.” A full course of KeraLase typically consists of a series of six sessions spaced about four weeks apart.

Treatment is painless and fairly comfortable, so no anesthetic is needed for the laser treatment, which is performed first. “We then apply the KeraFactorMD product, which has an applicator built into the packaging that is ideal for treatment,” Dr. Moradzadeh explained. “The serum is massaged into the scalp. The entire process takes maybe 15 minutes depending on the hair length of the patient and other factors, but it is very quick, easy and comfortable for the patient. They can go about their normal business afterward.” After treatment, it is

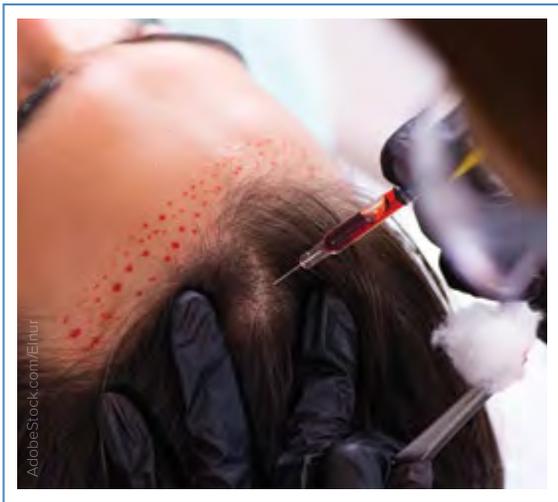
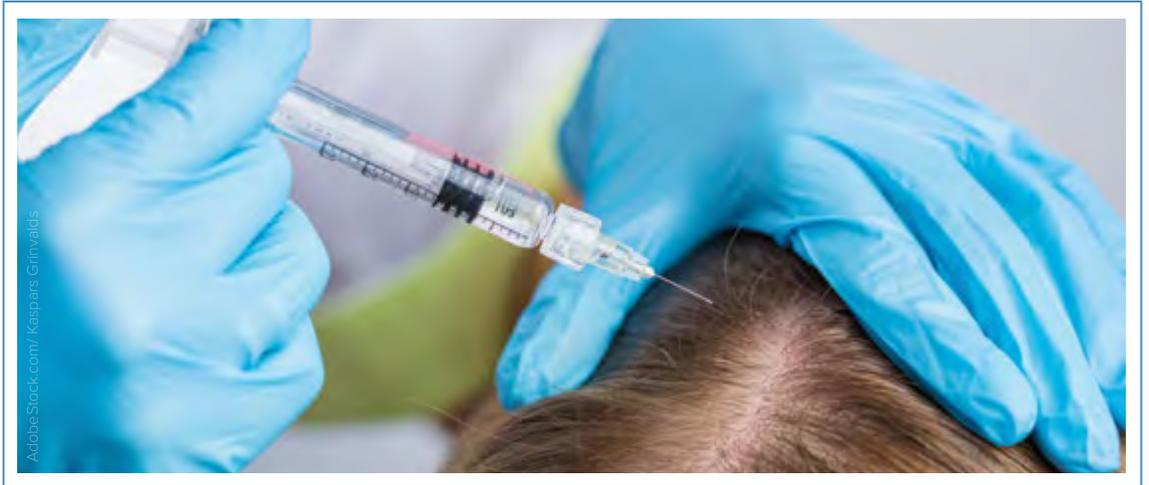
recommended that patients not wash their hair until the next day to allow the KeraFactorMD serum to work.

Home-use products are highly recommended after treatment, according to Dr. Moradzadeh. “Hair and scalp revitalization is best targeted consistently and from multiple angles. While you can expect results without home-use products, such as those in the SKINQRI KeraFactor hair care line, I think you enhance results significantly with their use,” he stated. “We usually have our patients go home with the KeraFactor Combo Kit, which includes the same serum that we use during the procedure, but at a lower concentration (KeraFactor Scalp Stimulating Solution) for daily use. There also is a proprietary KeraFactor Scalp Stimulating Shampoo they are able to use in the shower. It is applied to their scalp and left on for two minutes before rinsing.”

LaseMD Ultra is also ideal for combining with other modalities. Any skin type can be treated due to the customizability and precision of the laser treatment, which is gentle enough to treat stubborn pigment.

Reference:

1. *American Hair Loss Association website*, accessed 24 October 2023. <https://www.americanhairloss.org/>



Gone Today, Hair Tomorrow: The Evolution of Hair Restoration Treatments

By Elise Tabin, Contributing Editor

In the last decade, the hair restoration industry has witnessed a complete transformation. Increased awareness about the causes of hair loss, preventative techniques and new advancements in hair restoration are making a once taboo topic, especially amongst women, an open dialogue between patients and physicians. By 2032, the hair restoration industry will be valued at \$30 billion.¹ Rapid growth and the constant onset of technological advances fuel the need and desire for males and females to regain what they have lost. Nonsurgical interventions are up, and surgery is down, with about 149,000 hair restoration procedures done in the U.S. and Canada in 2022.^{2,3}

Dermatologist and founder of M Beauty Clinic, Tess Mauricio, MD (San Diego and Beverly Hills, Calif.) reported that more female and even younger patients are seeking nonsurgical hair restoration treatments. “Many experience telogen effluvium from Ozempic, COVID infections, post-pandemic stress and chronic extensions,” she explained. Part of the uptick in the normalization of female-centric treatments for hair loss is due to social media. “Female patients experience more shame and psychological stress with hair loss. In the past, these patients hid the condition or camouflaged it rather than seek treatment for it.”

Causes of Hair Loss

Hair loss manifests for different reasons in male and female patients. Males are genetically predisposed to male-pattern baldness. Illness, hormonal changes, medication, a poor diet and stress can cause hair loss in both sexes. “Overuse of hair styling products and regimens, and hormonal imbalances from pregnancy, polycystic ovary syndrome (PCOS) and menopause, can lead to hair loss in women,” said Suvina Attavar, MD, a board-certified dermatologist in Bangalore, Karnataka, India. Other triggers include pollution and natural aging, affecting hair quality, quantity and density. “Males experience receding hairlines and vertex thinning, whereas females have diffuse thinning throughout the scalp or a widening of the midline partition and bi-temporal recession.”



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Dermatologist
Founder
M Beauty Clinic
San Diego and Beverly Hills, CA



Suvina Attavar, MD
Dermatologist
Bangalore, Karnataka, India



Hair before and six months after six sessions of PRP and microneedling, along with at-home topical application of 5% minoxidil and oral finasteride
Photos courtesy of Suvina Attavar, MD



Artur Diaz-Carandell, MD
Aesthetic Surgeon
Barcelona, Spain

According to Artur Diaz-Carandell, MD, an aesthetic surgeon in Barcelona, Spain, women are more concerned with hair loss than ever for several reasons. “Changing beauty standards place a strong emphasis on a full head of hair. Hair is associated with femininity and youth, which pressures women to maintain thick, healthy hair. We see that a big frontal area is no longer tolerated for most women.”

An accurate medical diagnosis by a physician is necessary to determine the root cause of hair loss before piecing together a plan. Dr. Mauricio takes a complete medical history and asks patients if their primary care doctor has ruled out thyroid disease, anemia, nutritional deficiencies, hormonal issues, or autoimmune diseases. Similarly, Dr. Attavar runs blood investigations for serum ferritin, thyroid profile, vitamins B12 and D, and hormonal assay. Dr. Mauricio also examines the scalp to rule out infection, scarring alopecia, and inflammatory scalp conditions. When necessary, she performs a scalp biopsy to examine the hair follicles.

Treatment Options to Restore Lost Hair

When patients experience hair loss, the typical response is to intervene with a myriad of solutions. Board-certified hair restoration surgeon and plastic surgeon, Robert Dorfman, MD (New York City, N.Y.), shared that in his experience, traditionally, patients waited until they had advanced hair loss before seeking intervention. “Now, more patients are taking preventative measures to stop their hair from falling out to avoid a big operation.” Younger patients opt for hair restoration intervention in their late 20s, a shift from the trend of patients in their 30s to 50s.

Naturally, hair loss patients seek efficacy when undergoing any hair restoration protocol or procedure. Typically, female patients prefer nonsurgical options used in tandem with medications. “This may include hormonal therapy, with caution in women of childbearing age when prescribing minoxidil and finasteride,” Dr. Attavar noted.

Besides a patient’s sex, other factors to consider are the stage of hair loss and the patient’s expectations. Dr. Dorfman explained that for more advanced-stage balding patients, nonsurgical treatments are unlikely to be effective alone, but are best when started early or preventatively. “It is essential to listen to patients and determine if they want to improve their hairline, density, or thickness to find the proper treatment.”

Supplements, Topicals and Medications

Hair supplements remain a popular way for patients to mitigate progressive hair thinning. While some find them beneficial, others believe them to be less effective. “Unfortunately, the hair loss industry has been plagued by ‘snake oil’ remedies,” Dr. Dorfman shared. “By the time patients come to me, nearly all of them have tried the popular hair loss



Hair before and after 2,300 grafts transplanted using the FUE technique
 Photos courtesy of Artur Diaz-Carandell, MD

supplements and vitamins and are disappointed by the lack of results. Hair loss vitamins can sometimes be beneficial, but likely, a vitamin alone will not do much to cure or treat hair loss. However, I recently discovered a supplement, Phyllolex (Zivmas LLC), with promising evidence for treating hair loss.”

Patients seeking hair growth supplements should consider ingredients with some evidence of effectiveness. Dr. Diaz-Carandell suggests looking for biotin, zinc, iron (if a deficiency exists), vitamins, niacin, collagen, marine extracts and saw palmetto. “Patients should always consult a healthcare professional for personalized guidance, as the efficacy of supplements can vary among individuals, and addressing underlying causes is crucial.”

Topical medications that include finasteride, dutasteride and minoxidil are mainstays in a comprehensive hair loss restoration plan. “I have seen excellent improvement with topical treatments in early stages of hair loss while advanced cases require a multimodality approach to target different pathways of hair loss and regrowth,” Dr. Attavar mentioned. “Minoxidil is the gold standard topical for hair loss. Other effective ones include aminexil, redensyl, procapil, capixyl, caffeine, tretinoin, azelaic acid and rosemary oil.” There are also newer FDA-approved drugs, such as ritlecitinib and baricitinib, to treat severe alopecia areata by blocking inflammatory signals that cause hair loss. A hair restoration drug in development for men is FOL-005, which features the protein osteopontin, believed to stimulate hair growth via injections and topical application.^{4,5}

When considering oral medications, especially for female hair loss patients or those experiencing initial signs of hair thinning, physicians are quick to consider age, too. “Female

patients of childbearing age should not start on finasteride due to possible birth defects, and oral minoxidil can lead to hair growth all over,” Dr. Dorfman shared. “I always discuss this possibility with my patients and few females are interested in taking it. However, male patients are often unphased about increased body hair growth.”

For a non-medication approach, the (plated)[™] HAIR Serum from Rion Aesthetics (Rochester, Minn.) is where science meets beauty in hair and scalp care. Built from the groundbreaking Renewosome[™] technology, (plated) HAIR serum is designed with a scalp renewal complex while also being enriched with powerful antioxidants. This combination means that hair appears thicker, fuller and stronger. (plated) HAIR serum is clinically proven to nurture your scalp and improve the appearance of thinning hair. It is a blend of trusted science and visible results, making it a standout choice for those seeking beauty in hair care.

Nonsurgical Solutions

Nonsurgical solutions can help slow hair loss and promote some regrowth; however, Dr. Attavar emphasized the importance of consistent use and incorporation of other modalities to see results.

Microneedling remains a popular treatment for reinstating hair growth, and many physicians now couple it with exosomes to help repair and restore the hair. Dr. Diaz-Carandell says non-invasive exosomes are extracellular vesicles involved in cell communication, homeostasis, differentiation and organogenesis, and play a central role in hair morphogenesis and regeneration with use for alopecia. “Exosomes may stimulate hair growth by providing growth factors and reducing inflammation in the scalp,” he noted.



Robert Dorfman, MD
 Hair Restoration Surgeon
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 Ophthalmologist
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 TN, MS and NY

Dr. Mauricio is also seeing great, quick results from microneedling with exosomes. “It is important to note, at this time there are no FDA-approved exosomes for scalp injections, so I use topical exosomes and apply them with microneedling.”

An effective topical exosome is the AnteAGE MDX Exosomes from AnteAGE MD (Irvine, Calif.), which offer a distinct blend of exosomes derived from bone marrow stem cells and Wharton’s Jelly umbilical cells, making them an exceptional resource for regenerative purposes. Bone marrow stem cells are extensively researched and possess potent anti-inflammatory properties, while Wharton’s Jelly umbilical cells, derived from physiologically younger tissue, exhibit significant proliferation and extracellular matrix production (collagen and elastin). This combination presents an optimal array of regenerative proteins, making it an ideal choice for enhancing aesthetic treatments aimed at combatting aging.



Hair before and after treatment with AnteAGE MDX Exosomes
Photos courtesy of Glynis Ablon, MD

In the context of promoting new hair growth, these exosomes activate dormant hair follicles, transitioning them from a resting (telogen) to a growth (anagen) phase. This involves two crucial components. First, the activation of stem cells, providing them with the necessary elements for hair production. Second, the involvement of active stem cells and growth factors that stimulate the hair follicles, fostering an overall environment of equilibrium and improving tissue health for optimal growth.

Other protocols that garner better results include platelet-rich plasma (PRP) injections and microneedling combined with oral supplements, oral and topical minoxidil, or at-home laser treatments and finasteride. Dr. Attavar also integrates topical minoxidil with azelaic acid, tretinoin, procapil, or capixyl for added benefits. “Minoxidil with PRP is the most common combination treatment and addresses multiple factors contributing to hair loss for faster and more noticeable results.”

In-office low-level laser therapy (LLLT) also plays a role in hair restoration. Dr. Diaz-Carandell explains that LLLT stimulates hair follicles and improves circulation, helping to reduce inflammation and keep the hair in the anagen phase of growth. “While these treatments are generally safe, their effectiveness varies. Ongoing research may lead to improved laser technologies in the future.”

Dr. Dorfman favors the 1927 nm laser to help increase hair growth and recommends three treatment sessions spaced one month apart. “I keep the laser on a low setting (anything too aggressive can result in damage), and after the treatment, massage in a topical growth factor. I have seen incredible results with this combination, both in mine and my patient’s hair.”

KeraLase from SkinQRI (Lincolnshire, Ill.) is a pioneering hair rejuvenation procedure that combines cutting-edge LaseMD Ultra technology from Lutronic (Billerica, Mass.) with a potent KeraFactorMD serum, effectively tackling a range of common hair-related concerns. This non-invasive treatment is meticulously designed to stimulate hair restoration, bolster hair thickness, and enhance overall hair health. KeraLase’s unique efficacy hinges on its distinctive method. It offers a safe and convenient option for individuals struggling with hair loss, thinning, or general hair health issues. It is suitable for both

men and women across all hair and skin types. It can be a valuable complement to a comprehensive hair care routine, assisting individuals in regaining confidence and achieving fuller, more vibrant hair. However, it is important to note that individual results may vary, and it is advisable to consult with a qualified healthcare professional before embarking on this treatment.

Providers use the LaseMD Ultra to prepare the scalp for optimal absorption of the KeraFactorMD serum, thereby promoting cell regeneration in the scalp and facilitating the delivery of essential growth factors. Lastly, red light therapy is employed to activate the serum, targeting dihydrotestosterone (DHT) on the scalp, improving circulation and reducing inflammation. This process is virtually painless and has no downtime.

Additional treatments that originally gained traction for their skin rejuvenating capabilities are making their way onto the scalp to help

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Hair before and six months after a series of six sessions of KeraLase with four weeks between each treatment
Photos courtesy of Rumur Aesthetics

with hair growth. According to Dr. Mauricio, adipose-derived stem cell treatments are effective for patients who want a natural, non-transplant solution. “We are one of the pioneers of this treatment,” she noted. First, she uses fat harvested under local anesthesia, sized to nanofat. “Then, the stromal vascular fraction (SVF) is injected into the scalp, and PRP follows. This introduces adipose-derived stem cells to the area in addition to growth factors from PRP.” Research using stem cells for hair growth is ongoing and may become more widely available in the coming years.

Polydioxanone (PDO) threads are also being used for more than their original intent.⁶ Dr. Dorfman says the absorbable synthetic sutures stimulate endogenous collagen production, resulting in hair regrowth. “These threads stimulate new blood vessel formation, which nourishes the scalp and supports hair growth. We can inject PRP or platelet-rich fibrin (PRF) into the threaded areas, which may potentiate regrowth. Clinical trials are currently underway to compare PDO threads as a stand-alone treatment versus with the addition of PRP.”

Some physicians turn to scalp micropigmentation (SMP) to camouflage excessive scalp show. While SMP is performed more on men or small areas of hair thinning on or near the crown, Dr. Mauricio explains that it creates the illusion of fullness without the messy application of spray-on pigments. The most natural results are achieved by placing the pigment in the crown or behind the hairline.

Hair Restoration Surgery

Surgery is still the gold standard for restoring lost hair because it is permanent and effective, but recovery time exists. Dr. Attavar said that even though surgical options – best when

nonsurgical treatments do not produce satisfactory results – are more invasive, they provide natural-looking hair.

Two popular techniques exist: follicular unit extraction (FUE), which produces no linear scar, and follicular unit transplant (FUT), which leaves a strip scar and the artificial ‘plugged’ look. “FUE has become the preferred method for hair transplantation over FUT,” Dr. Diaz-Carandall stated. “FUE, which is the best solution for patients with significant hair loss, can also be done on

women, but the approach is often different from that of men, with more focus on creating a feminine hairline and natural-looking results.”

When designing the hairline, physicians should consider a patient’s facial proportions to achieve an aesthetically appealing result. “We also consider future hair loss to ensure the results look natural as the patient ages,” Dr. Attavar noted. “If the hairline looks younger than the patient’s age, it can draw unwanted attention and appear artificial.”

Minimally invasive surgery involves extracting hair follicle units from a donor site and transplanting them into a recipient site manually or robotically to recreate the patient’s hairline. Dr. Mauricio uses Neograft (Venus Concept) in her practice, “which harvests individual hair follicles and transplants them for a natural look. There is about one week of downtime, and it takes six months to one year for the transplanted hairs to fully grow. The procedure is life-changing for the right patient.”

Dr. Diaz-Carandell added that the use of robotic systems for hair transplantation, like the ARTAS system (Venus Concept), has become more prevalent.

Vision Medical, Inc. and Smart Solutions RX (Glen Mills, Pa.) are partners and leading manufacturers that develop medical devices and aesthetic hair regeneration products for medical markets worldwide, including ingestible, topical, laser light therapies, regenerative and surgical solutions. The SmartGraft® FUE Hair Restoration System features a closed canister system for storage to keep harvested grafts chilled, hydrated and robust. This storage system also eliminates exposure to outside air, creating optimal graft preservation, significant

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Hair before and 120 days after use of Smart Solutions RX's LOCKrx oral supplements
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reduction in extraction times, and providing donor grafts the best possible chance of regrowth for better patient outcome.

Melissa Morrison Toyos, MD, an ophthalmologist and aesthetic medicine expert with six clinics across Tenn., Miss. and N.Y., calls SmartGraft the cherry on top of her hair restoration program. “The refrigerated cannisters retain and shower grafts inside the machine to protect them from the desiccation stress of the in-line vacuum of earlier technologies. This, along with the ability to boost efficacy by treating the harvested grafts with growth factors and exosomes, were the main determinants in our choice of machine. SmartGraft stands out in two common patient scenarios: those whose tenuous hair situation requires that every last graft be viable to achieve the results they want – although no one getting a transplant has any hair to spare – and in the very natural results that a lot of my patients in the entertainment industry require,” she shared.

“My patients come to the SmartGraft decision a few different ways. Many want the simplicity of receiving up to 3,000 grafts in a single-day, in-office procedure to accomplish their hair goals and others pursue SmartGraft if they are unsatisfied after using non-invasive or minimally invasive options. The design of the SmartGraft helps us deliver superior outcomes with greater graft yields, no linear scar and results that are so natural after 90 days even your hairdresser cannot tell the difference.”

Even though FUE does not require stitches or a large scar, the transplanted hairs result in tiny punctate scars, Dr. Attavar shared. “Success rates for hair transplant procedures are generally high,” she indicated. To garner the best results, a proper hair protocol that includes medication, in-office treatments, high-quality

shampoos and conditioners should be incorporated along with the transplantation surgery.

Even after a hair transplantation procedure, Dr. Mauricio recommends PRP in order to maintain the results, retain the hair and minimize progressive hair loss over time.

The Future of Hair Restoration

While no magic bullet exists to treat hair loss, the advent of innovative and effective nonsurgical solutions, as well as gene therapies to prevent progressing hair loss, may one day create less of a need for hair restoration surgeries.

While hair cloning is still far out on the horizon, Dr. Dorfman says as medical-grade skincare continues to flourish, it may present more opportunities for medical-grade haircare. “I think medical-grade haircare will be the next biggest revolution in haircare worldwide,” he concluded.

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A 360 Approach to Treating Hair Loss

By Jessica Barry, Contributing Editor

The range of hair restoration treatments and solutions is as dynamic as the patient population it serves, thus physicians must build a comprehensive armamentarium to meet each patients' unique treatment goals. Understanding this need, Vision Medical, Inc. and sister company Smart Solutions RX (Glen Mills, Pa.) offer devices and products that treat hair loss using a global, 360° approach.

Maximizing the benefits of hair transplantation means pre- and post-surgical protocols are also necessary, according to Dr. Toyos. "You would not put in a \$10,000 lawn and never fertilize it," she said. "It is the same with hair transplantation, which is why, even if someone wants surgery, I still like to use medical and non-invasive treatments."

When treating his hair loss patients, Cesar Aristeiguieta, MD, founder of ILEA Hair Restoration (Houston, Texas), will often start with the least invasive treatment option first, and go from there.

"We use FDA-approved medications as the foundation for hair loss treatment, but many of our patients prefer more natural approaches" he added. "In those cases, I find that LOCKrx supplements and microneedling treatments can provide benefits, as can other stimulating treatments like laser caps and platelet-rich plasma (PRP)."

The LOCKrx Hair Support program from Smart Solutions RX includes supplements that target gut health as well as at-home and in-clinic topical treatments that create an optimal environment for hair growth.

More recently, Smart Solutions RX has developed SMART eXo, a topical made up of 100 billion acellular, non-expanded sterile extracellular vesicles that carry miRNA identified specifically for their role in hair restoration.

"I have had an opportunity to play with SMART eXo in my practice," shared Dr. Toyos. "For example, we showered the grafts we harvested during a few hair restoration procedures with SMART eXo. Although anecdotal, it seems to make a difference in terms of patient recovery and might even accelerate regrowth."

Finally, Vision Medical, Inc. and Smart Solutions RX provide a level of service to physicians that other, larger companies do not. "The relationship that I have with these companies are unique," Dr. Aristeiguieta mentioned. "I know everybody from the owner to the office staff, which means I can pick up the phone and call the right person to help me with any given issue."



Before and after follicular unit extraction (FUE) procedure and transplantation of 2,500 grafts with SmartGraft and SMART eXo exosome therapy
Photos courtesy of Cesar A. Aristeiguieta, MD

When a patient wants surgery, Melissa Morrison Toyos, MD, an ophthalmologist and aesthetic medicine expert with six clinics across Tenn., Miss. and N.Y., turns to SmartGraft. This hair transplant device (Vision Medical, Inc.), uses follicular unit extraction (FUE) to redistribute living hair from a donor area to a balding or thinning area of the scalp.

"The company has taken all the advantages of the prior FUE systems and made a more efficient device," Dr. Toyos explained. "I can do 3,000 grafts in one day because SmartGraft has a refrigerated compartment that showers the grafts with moisture, so I do not have to stop the procedure and do it myself."

While it often takes one to two years for patients to see maximum results, Dr. Toyos finds satisfaction in being able to treat hair transplant patients so efficiently. "I come from ophthalmology where I can do cataract surgery and make an immediate difference in a patient's life," she shared. "SmartGraft has allowed me to have a very similar experience in my hair restoration practice."



Melissa Morrison Toyos, MD
Ophthalmologist
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Cesar A. Aristeiguieta, MD
Founder
ILEA Hair Restoration
Houston, TX

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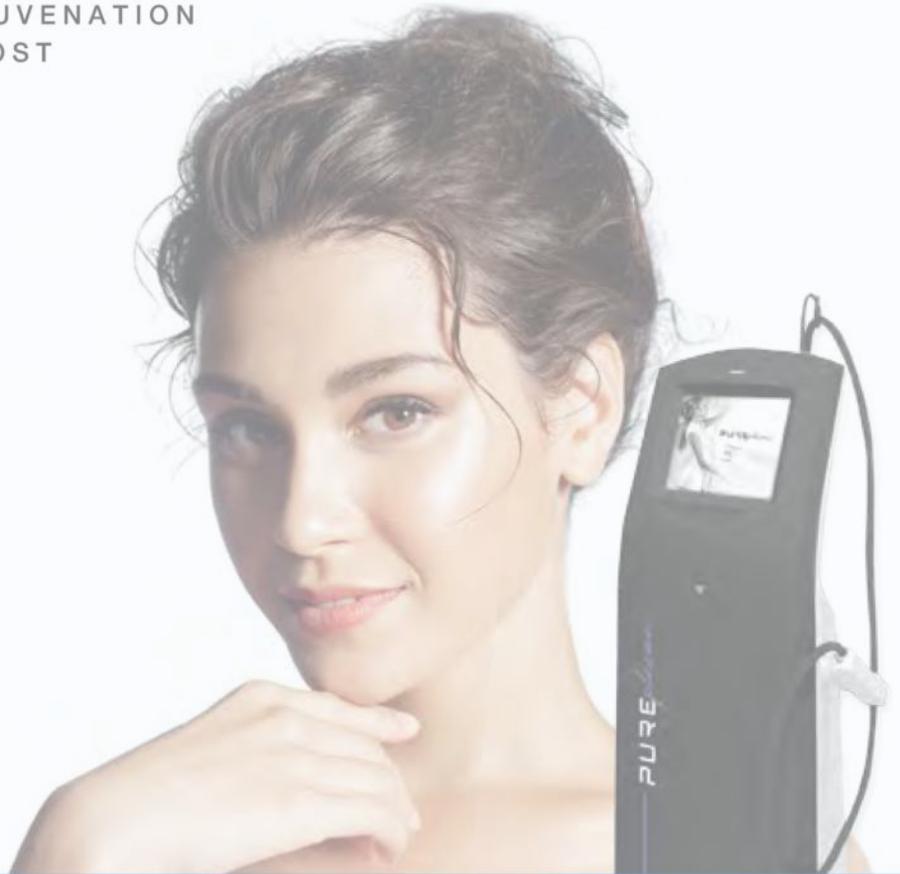
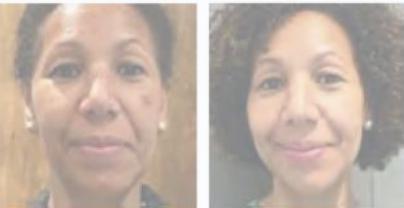
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Skin resurfacing and regenerative therapies remain top highlights in aesthetic medicine as we near the end of 2023. In this edition of Hot Products, we have the latest updates on cutting-edge technologies for non-ablative skin resurfacing, safe treatments using artificial intelligence (AI), and clinically proven, nonsurgical skin rejuvenation devices. Learn how innovative manufacturers are helping aesthetic practices boost productivity and expand service offerings with multi-application platforms. And, how a focus on feminine intimate wellness is cultivating continued innovation in nonsurgical vaginal rejuvenation.

Bioregenerative medicine is prominent in this arena as demonstrated by groundbreaking new topicals and serums that effectively induce collagen and reawaken cellular memory in estrogen-depleted skin. Advances in hair restoration treatments are also at the forefront with new topicals and nutraceutical products for improved hair health and volume. Explore the newest breakthroughs in aesthetics in this edition of Hot Products, designed to ignite inspiration in anyone interested in the latest developments advancing aesthetic medicine.

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Justin C. Cohen, MD, FACS: Pioneering Excellence in Medical Aesthetics

By Tawni Bosiljevac, Editorial Staff

In this issue we interviewed Justin C. Cohen, MD, FACS. Dr. Cohen is board certified by both the American Board of Otolaryngology-Head and Neck Surgery, as well as the American Board of Facial Plastic and Reconstructive Surgery. As one of the few surgeons in the country who performs a true 'deep-plane' facelift, Dr. Cohen is highly sought after for his natural-looking facial rejuvenation procedures. He is also recognized for his unique techniques in rhinoplasty that create balanced and lasting results.

TAG: Why did you choose to be a doctor?

I have been fascinated with anatomy and the science of our bodies from a young age. The more I learned about how complicated we all are, the more I fell in love. Realizing I could turn this into a life-long passion that allowed me to help people along the way made my career path an easy decision.

TAG: How long have you been in practice and what is your level of training?

I completed medical school in 2009 and have been focusing on head and neck surgery ever since. My training included a residency in otolaryngology – head & neck surgery at New York Presbyterian Hospital, as well as a dedicated fellowship in facial plastic surgery at Princeton.

TAG: How and why did you choose your specific specialty?

The artistic nature of plastic surgery allows me to flex my creative side, which I feel is too often underappreciated in medicine. I enjoy the complex surgical challenges and appreciate the impact I can make on my patients' quality of life.

TAG: What is your primary area of interest within aesthetic medicine?

My focus is on facial cosmetic procedures that produce the most natural results possible. I specialize in surgical facial rejuvenation, such as my deep-plane facelift technique or eyelid and lip lifts. I also perform facial enhancement procedures such as rhinoplasty.

TAG: What challenges do you think your generation, or the next generation of aesthetic surgeons and practitioners, will face?

Technology will continue to improve quickly and may provide significant advances in terms of available options for facial rejuvenation, with or without surgery. The field of regenerative medicine is another area with great promise. However, the challenge will be combing through all the different choices to find the best mix of state-of-the-art and tried-and-true.

TAG: Who is your biggest inspiration?

There are several surgeons whom I consider to be pillars of my field that I aspire to be like over time; however, I get the greatest inspiration from my



Dr. Cohen enjoys complex surgical challenges and feels the artistic nature of plastic surgery allows him to flex his creative side.

kids. Their positivity motivates me to be more than just my job.

TAG: What is the best piece of advice you have ever received?

My fellowship director would frequently remind me that life balance is critical to happiness. So many surgeons prioritize practice volume and revenue over all else. I strive to put as much energy into my life outside the office as I do within it.

TAG: Name a product or service you love so much that you would happily be that company's spokesperson?

Anyone who sells chocolate. Literally anyone.

TAG: What do you think is the greatest medical invention of all time?

The answer must be antibiotics, right? Countless lives saved. Not sure what else could even compare!



Aesthetic MVP Stat Card

Name: Justin C. Cohen, MD, FACS

Age: 40

Dr. Cohen is board certified in otolaryngology and facial plastic and reconstructive surgery. When not in the operating room, he can likely be found exercising or spending time with his beautiful wife and kids.

Education:

- ▶ University of Virginia (Bachelor of Science in Biology – 2005)
- ▶ Eastern Virginia Medical School (Medical Doctorate – 2009)
- ▶ New York Presbyterian Hospital/Cornell and Columbia Universities (Internship & Residency – 2014)
- ▶ Glasgold Group Plastic Surgery (Fellowship – 2019)

Number of years in practice: 9

Awards & Accolades:

- ▶ United States Air Force Meritorious Service Medal
- ▶ National Defense Service Medal
- ▶ Global War on Terrorism Service Medal
- ▶ Maverick Presenter Award, Miami Cosmetic Surgery 2020

Professional Development

- ▶ Board member, Vegas Cosmetic Surgery Scientific Advisory Board, 2022
- ▶ Presenter, Miami Cosmetic Surgery, 2020 and 2022
- ▶ Presenter, American Academy of Facial Plastic and Reconstructive Surgery, 2019
- ▶ Presenter, Oral & Maxillofacial Intravenous Sedation Course, 2016
- ▶ Presenter, Staging Facility, Internal Medicine and Family Medicine Clinic, 2016
- ▶ Presenter, Federal Tri-Service Dental Education Meeting, 2015
- ▶ Presenter, 1st Helicopter Squadron, 811th Operations Group, 11th Wing, 2015
- ▶ Presenter, North American Skull Base Society, 2014
- ▶ Presenter, Resident Research Competition, 2011, 2012 and 2013
- ▶ Presenter, Triological Society at the Combined Otolaryngology Spring Meeting, 2012
- ▶ Presenter, American Academy of Facial Plastic and Reconstructive Surgery, 2011

Interests/passions outside of aesthetic medicine:

- ▶ Health and fitness, sports, sushi and whiskey



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Quiet Quitting: What to Know and How to Prevent It

By Lisa Marie Wark, PhD, MBA

If you see signs of quiet quitting spreading in your medical practice, it is time to take a hard look at your leadership style.

First, what is quiet quitting? In today's fast-paced and competitive work environment, employees often face numerous challenges and pressures that can lead to feelings of burnout and dissatisfaction. While some individuals choose to leave their jobs abruptly, others engage in a phenomenon known as "quiet quitting."

Quiet quitting refers to a situation where employees mentally check out and disengage from their work, without formally resigning or expressing their concerns. It means doing your job as your job description is written. It means no longer putting in extra effort beyond what is expected. It is doing the bare minimum.

Employees who are burned out are consciously pulling back, choosing to not put in the extra effort. This is employee disengagement. Burnout is rampant and contributes to quiet quitting. According to the *American Psychological Association's 2021 Work & Well-Being Survey*, 79% of employees are experiencing work-related stress. With nearly three in five employees reporting negative impacts of work-related stress, including lack of interest or motivation (26%), cognitive weariness (36%), emotional exhaustion (32%) and physical fatigue (44%), work is not experienced as a meaningful endeavor that contributes to quality of life (Starling, 2022).

Reasons Behind Quiet Quitting

One common reason employees engage in quiet quitting is the feeling of being undervalued or underappreciated. When employees consistently go unnoticed for their efforts and contributions, they may lose motivation and become disengaged. Lack of development opportunities within their job can contribute as well. Employees who perceive limited growth and advancement opportunities within their current roles are more likely to engage in quiet quitting (Zuzelo, 2023). The



absence of challenging projects, skill development programs, or career progression prospects can result in a sense of stagnation and decreased motivation.

Another common reason behind quiet quitting is ineffective leadership. Poor leadership can significantly contribute to employees disengaging from their work. Studies have found that it has little to do with an employee's willingness to work hard and creatively. The problem is more often connected to a manager's failure to build a relationship with employees (Starling, 2022; Zuzelo, 2023). A lack of communication, unclear expectations and a failure to provide guidance and support can create a disconnection between employees and their supervisors, leading to quiet quitting (Starling, 2022; Zuzelo, 2023). And finally, giving employees excessive workloads and expectations of long work hours, while minimizing time for personal activities can lead to disengagement. In today's digital age, maintaining a healthy work-life balance has become increasingly challenging.

Quiet quitting can be a significant issue for both employees and employers. It can negatively impact productivity, employee morale and overall organizational success. To address this growing problem, it is crucial to understand the reasons behind quiet quitting and explore strategies to prevent it.

About the Author



Lisa Marie Wark, PhD, MBA

Ms. Wark is a multifaceted and solutions-focused senior management executive, business owner, and consultant accomplished in strategy planning and execution, operations leadership, P&L management, digital marketing and communications, and continuous improvements in medical practices. She is an action-oriented strategist adept in identification of areas of opportunity to positively impact patient care.

Quiet Quitting Prevention

Foster a Positive Work Environment:

Creating a positive work environment is essential for preventing quiet quitting. Encourage open communication, recognize and reward employees' efforts, and promote a culture of collaboration and support. When employees feel valued and appreciated, they are more likely to stay engaged and committed to their work.

Provide Growth and Development Opportunities:

Invest in your employees' growth and development by offering training programs, mentorship opportunities, and chances to take on new challenges. When employees see a clear path for their professional advancement, they are more likely to stay motivated and engaged.

Promote Work-Life Balance:

Encourage work-life balance by implementing flexible work arrangements, promoting breaks and vacations, and discouraging a culture of overworking. By promoting a healthy work-life balance, you can help prevent burnout and increase employee satisfaction.

Improve Leadership and Communication:

Effective leadership plays a crucial role in preventing quiet quitting. Provide regular feedback, set clear expectations and ensure open lines of communication between supervisors and employees. Leaders who communicate a clear vision, manage expectations and priorities, and show that they care about their employees have far fewer quiet quitters on their team.

Encourage leaders to be supportive, approachable and attentive to their team members' needs. The consistent characteristic that results in employees putting in extra time and effort is trust and the following leadership styles:

1. The most successful managers take time to get to know their employees as people, rather than seeing these interactions as mere business transactions. Benjamin Franklin once observed, "No one cares what you know until they know that you care!"
2. Documenting clear expectations and measuring work results are also important.

3. Be clear about time management, including expectations for answering emails after work hours (Starling, 2022; *Quiet Quitting is about Bad Bosses*, 2023; Zuzelo, 2023). I have argued that expecting employees to work more than 50 hours, outside of emergency situations, is unproductive. Are you really getting that much more from tired, stressed and overworked employees?

Conduct Stay Interviews:

Stay interviews involve having candid conversations with employees to understand their motivations, concerns and areas for improvement (Starling 2022). By actively listening to employees' feedback and taking appropriate actions, you can address issues before they lead to disengagement. I am partial to 360-degree feedback performance appraisals that are conducted quarterly. It helps team members feel safe and offer honest feedback in their relationships with their boss, peers and even patients.

Encourage Employee Well-Being:

Prioritize employee well-being by offering wellness programs, mental health support and resources to manage stress. Create a work environment that values the holistic well-being of employees, promoting their physical, mental and emotional health.

Quiet quitting can have a detrimental impact on individuals and organizations alike. By understanding the underlying reasons for quiet quitting and implementing preventive strategies, employers can foster a positive work environment, promote employee engagement and ensure long-term success. Prioritizing employee recognition, work-life balance, growth opportunities, effective leadership and well-being can go a long way in preventing quiet quitting and building a motivated and committed workforce.

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1. Starling, S. (2022). *Quiet Quitting: What to Know & How to Prevent It*. *Arkansas Business*, 39(38), 29.
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3. *Quiet Quitting Is About Bad Bosses, Not Bad Employees*. (2023). *The Journal of Medical Practice Management: MPM*, 38(4), 149-150.

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Nicole Kanaris, MD: Navigating the Path to Aesthetics

By Jessica Barry, Contributing Editor

For as long as Nicole Kanaris, MD, can remember, she wanted to be a doctor. “At the end of school, I remember my classmates feeling so unsure of what they wanted to study next,” she said. “For me, it was always medicine.”

Compared to her peers, Dr. Kanaris could see her path forward clearly, but she soon had to take an unexpected detour. Due to changes that affected the university’s admittance policies, Dr. Kanaris was not accepted to medical school straight away. She chose to enroll in a one-year program to obtain her Bachelor of Arts in Psychology before applying to medical school a second time. “Being a type-A personality, this was a hard pill to swallow,” she admitted. “It was the first time in my life that I had to face something that was completely out of my control.”

This was not the only detour Dr. Kanaris took as she pursued a career in medicine. While she currently owns and operates two clinics in Johannesburg, South Africa, where she practices aesthetics, Dr. Kanaris originally dreamt of being a trauma surgeon. “I completed community service at Johannesburg General Hospital when I was 16 years old, and – even then – I wanted to be in the trauma unit,” she said. “But due to regulations, I was only allowed to work in casualty and maternity. I still remember standing at the red line, looking over into the trauma unit and wishing they would let me in.

“I have always wanted to help people,” she added. “I used to make my parents stop when we drove by an accident so we could try to help. I got such an adrenalin rush from being in the thick of the action!”



Dr. Kanaris travels around the world to share her expertise in aesthetic medicine and educate others

Her love of trauma care ended when, during her medical education and training, Dr. Kanaris experienced two finger prick incidences. “The first finger prick happened during my fifth year of medicine,” she said. “I had to start antiretrovirals due to the risk of HIV – something many South African doctors experience.”

“Then, during my first call as a surgical intern, I had to suture a 22-year-old woman who had been stabbed over 20 times in the head by her boyfriend,” she explained. “The ward was dark. I only had the bed side lamp for light as I began suturing her. That is when I pricked myself again. And from that moment on, I avoided treating traumatic injuries.”

The Path to Aesthetics

A difficult time in her life led Dr. Kanaris to discover her passion for aesthetics. “I was struggling to become pregnant and keep the pregnancy,” she shared. “I took time off after completing my internship and community service to focus on growing my family. During that time off, a couple of my mom’s friends asked me to take a course in neurotoxin injections so I could treat them. That was my first taste of aesthetic medicine – and I loved it!”

Dr. Kanaris also has a passion for sharing her expertise in aesthetics with other physicians. She runs a mentorship program – the first of its kind in South Africa – which offers comprehensive aesthetic training to doctors who are new to the field. “I really love teaching,” she said. “My students spend six months by my side learning everything I know about aesthetics. Then, at the end of the program, they have a chance to join the clinic.”

Finding Her Footing

In addition to being a business owner and physician, Dr. Kanaris is also a wife to a loving husband of 17 years and the mother of 11-year-old twin boys. But running two practices, a mentorship program and a household has not been easy. “It can be incredibly difficult,” she noted. “If I am not at work, I feel that I should be with my kids, and vice versa.”

Early in her career, Dr. Kanaris would set her own schedule so that she worked when her children were at school. Then, at the end of the school day, she would pick up her kids and spend the afternoon with them. However, Dr. Kanaris found that this was not sustainable.

“Only recently have I put my foot down and made a point to take time for myself while my boys are at school,” she shared. “If I did not, I would have no time to exercise or do things I enjoy.”

“So, on Thursday, I take the day off; I play padel, paint and spend time with friends before fetching my kids from school,” Dr. Kanaris added.

Her husband also takes an active role in the family, and shares parenting and household tasks. “I am very blessed to have an incredibly supportive spouse. He is flexible with his time and is a very hands-on father,” she shared.

Dr. Kanaris believes that a happy life is one that is balanced and encourages her colleagues to make time for themselves. “We are



Dr. Kanaris and her family on holiday in Greece

often encouraged to push ourselves and do more, but it is exhausting, and you get burnt out,” she explained. “Carve out time for yourself. Having time for yourself will make you a better doctor, mother and wife.”

The Path Forward

When envisioning the future of aesthetic medicine, Dr. Kanaris sees many challenges ahead. “The field is growing and attracting more and more practitioners. Stiffer competition, in addition to stricter rules and regulations, could make it harder for practitioners to enter the field and build their business,” she said. “On the other hand, raising the bar will also make aesthetic procedures safer for patients by ensuring that providers have the proper medical background to perform aesthetic procedures.

“Practitioners will also need to stay up to date with the latest technologies so they can provide cutting-edge care for their patients,” Dr. Kanaris continued. “This requires significant investments in time, education and money.”

Above all, Dr. Kanaris believes that the new generation of aesthetic practitioners must be adaptable. “The landscape is becoming

increasingly complex and competitive,” she explained. “They will need to learn to navigate it if they want to succeed.”



Good to Know

Fun Facts about Nicole Kanaris, MD

What is something unexpected about you?

I never take no for an answer. Growing up, I was always the smallest/shortest in the grade. I would have to try extra hard to be noticed and to keep up. Always figuratively fighting for everything! This has continued on as an adult. I believe you can achieve anything you set your heart to.

What is your favorite quote?

Do what you love and you will never work a day in your life.

Do you have any pets? If so, what kinds and what are their names?

Nala, a Swiss white shepherd dog. She is my third child. She sleeps in bed with my kids and sits on the couch with us. We got her during the COVID lockdown, so I think the fact that we spent 24 hours a day with her made her feel human!

What accomplishment are you most proud of?

Being a mom! After three years, two miscarriages and in vitro fertilization (IVF) we finally had our two beautiful twin boys.

Who is/was your professional role model? Or who is the person you most admire?

I admire my mother the most. She is grounded, compassionate and kind. She always has time for others and has been involved in charity for as long as I remember. She is hard working and yet was the most incredible mother. She managed to juggle working and being a wonderful mom.

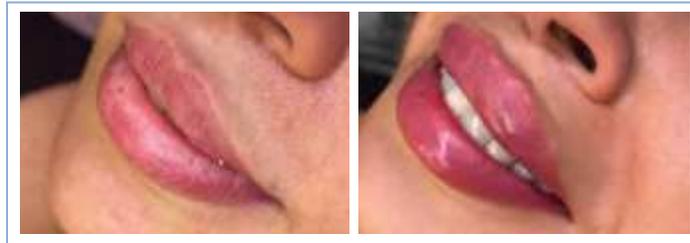
Nurse Yara's Russian Lip Technique

By Yara Attalla, RPN

Since 2018, I have embarked on a dedicated quest to visit numerous countries, for the purpose of familiarizing myself with various dermal injection techniques around the world. My primary aim has been to gather a repository of insights and refinements that may be carefully incorporated into my clinical practice.

Among the notable highlights of these voyages was developing a proficiency in the renowned 'Russian lip' technique, a skill I honed through experiences garnered in Russia, Ukraine and London, U.K. To my surprise, it became evident that the journey toward achieving the quintessential Russian lip was not confined to a solitary technique, but rather an amalgamation of distinct approaches, each unique to the practitioner.

Upon returning to my practice in Ontario, Canada, I started to gradually integrate the invaluable knowledge I had acquired, culminating in the development of my own distinctive method, which I have branded 'The Nurse Yara Lip Technique.' It is crucial to appreciate that this technique, while transformative, is not universally applicable; instead, it can be appropriately tailored to accommodate the specific needs and preferences of each client.



Before and after 'The Nurse Yara Lip Technique'
Photos courtesy of Yara Attalla, RPN

This technique is most advantageous for clients seeking pronounced attributes such as a well-defined cupid's bow, a meticulously detailed vermilion border, and a heart-shaped lip shape with a flattened lip profile.

In practice, I employ a 30G, one-inch needle in conjunction with a dermal filler possessing a high G-prime. The volume of dermal filler employed varies according to characteristics of the individual client, but generally falls within the range of 0.5 mL to 0.8 mL of product. In a patient with initially voluminous lips, an upward limit of 1.2 mL may be considered, making sure to never exceed this threshold within a single session.

While this technique typically involves two injection points, there is a strict limit of three points per side of the upper lip. The first injection point is strategically placed at the apex of the cupid's bow, followed by a second injection point positioned approximately 0.5 mm below the first, in a tapered fashion. Should the lip require a third point, it is executed in a corresponding tapered manner beneath the second, thereby preserving the consistent geometric progression essential for the creation of a heart-shaped lip.

Each injection point follows an identical pattern, characterized by the retrograde depositing of the filler product. This is facilitated by a technique resembling 'tenting' or the 'fencing method' designed to ensure the precise and conservative application of product in a linear fashion. Administered without retraction from the injection site, the retrograde injections maintain a continuous trajectory throughout each point. An overlapping pattern of injection ensures a seamless transition between the points.

Applying downward pressure on the lip tissue while effectively depositing the product in a retrograde fashion constitutes the two fundamental principles of this technique. This pressure is pivotal in creating a lip with enhanced dimension and detail, diverging from traditional techniques focused



Lips before treatment (left), after one injection of 1 mL of filler (middle) and after an additional injection of 0.5 mL of filler 10 months later (right). In both treatments The Nurse Yara Technique was used.

Photos courtesy of Yara Attalla, RPN

on volumetric augmentation. Additionally, at the first injection point, positioned at the apex of the cupid's bow, increased pressure is employed on the plunger of your syringe during retrograde injections to amplify the product's concentration in this region.

It is imperative to perform injections at a depth that is neither too superficial nor too deep. Adequate needle placement is ascertained when the client experiences minimal discomfort, and the needle remains within the lip tubercle. Furthermore, to confirm the appropriate depth, one may verify the needle's visibility at the wet-dry border. Notably, no product is introduced at the wet-dry border; instead, a retraction of approximately 0.3 mm is executed, subsequently initiating retrograde injection.

Throughout the injection process, vigilant assessment is maintained by periodically massaging the lip to safeguard the integrity of the capillary refill and prevent the emergence of any irregularities.

Once practitioners have attained proficiency in this technique, the experience is akin to a methodical 'sawing' motion during injection.

It is essential to note that the suitability of this technique is based on a meticulous assessment of the client's lip characteristics prior to treatment. Ideally, the technique is most suitable for clients with no prior filler treatments, freshly dissolved lip fillers, or an absence of pre-existing filler migration.

Compared to conventional techniques, the primary objective of this method is not volumetric augmentation; although some degree of volumization may occur, the central focus is

enhancement of the intricacy and dimensions of the lip, and the attainment of the perfect cupid's bow.

While the primary emphasis has been placed on the upper lip, it is imperative to highlight that only one injection point is employed in the case of the lower lip. This has consistently left a profound impression on nearly every practitioner I have had the privilege of training.

Similar to the upper lip, this singular injection point again utilizes a 30G needle of either the same needle length (one inch) or one slightly longer. The precise site of injection is situated at the center of the vermilion of the lower mucosal lip. Involving the application of downward pressure on the tissue, along with the retrograde linear deposition of the product, this technique culminates in creating the heart-shaped lower lip, mirroring the approach utilized in the upper lip.

A comprehensive understanding of this technique is best acquired through practical observation, as the specific hand movements and strategic pressure points call for visual guidance. Furthermore, it is imperative to recognize that this technique is adaptable and subject to modification according to individual client profiles.

One of the most notable aspects of this technique is its relatively low level of discomfort compared to traditional lip injection methods. Once a practitioner becomes proficient in this technique, it can be executed a relatively quick three minutes or less per treatment. According to patient feedback, eight out of ten individuals have assessed the pain level at a modest 3.5, utilizing a pain scale ranging from 0, signifying minimal discomfort, to 10, representing the most pain they have encountered.

About the Author



Yara Attalla, RPN

Having started her nursing career as a neurobehavioral nurse, Ms. Attalla is now a cosmetic nurse injector with a private practice in Ontario, Canada. She has traveled around the world to acquire a wealth of globally and culturally diverse knowledge, experience and skills that she can apply back home. Ms. Attalla is a proponent of cutting-edge injection methods, with a specialization in lip augmentation. She has expanded her interests to include teaching and training others on her techniques. Ms. Attalla is proficient in multiple languages, and fluent in American Sign Language (ASL) which has uniquely positioned her clinic as one of the few establishments catering to the needs of the deaf community.

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ALASTIN Skincare® is a physician-dispensed skincare brand, with innovative, scientifically proven and clinically tested products. Founded in 2015, ALASTIN Skincare provides a comprehensive collection of cutting-edge products for optimal procedure results and daily skincare regimens. We strategically focus research and development on innovative products with the greatest potential impact for patients and providers. ALASTIN Skincare is thrilled to announce our new partnership with Galderma – a leader in the dermatological space. With a shared commitment to innovation and making a positive impact in the lives of our customers, this union is a match made in skin heaven. Together, Galderma and ALASTIN will continue providing breakthrough and high-quality products.

Allergan Aesthetics, an Abbvie Company

2525 Dupont Drive
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(877) 350-6350
www.AnteAGE.com

AnteAGE MD® is pioneering the next generation of regenerative aesthetics. Their Calif. based team of stem cell biologists has formulated products for both home and clinical use that leverage human growth factors, exosomes and peptides to accelerate healing, minimize downtime and improve outcomes following laser, radiofrequency, microneedling and other treatments.

BENEV Company, Inc.

23263 Madero, Suite A
Mission Viejo, CA 92691
(949) 457-2222
www.BENEV.com

BENEV Company, Inc. is a U.S. FDA-registered pharmaceutical, cosmeceutical and medical device company, that serves the global medical aesthetic market with scientifically advanced, innovative and result-driven regenerative, restorative and bio stimulatory products and devices.

BTL Industries, Inc.

362 Elm Street, Suite 5
Marlborough, MA 01752
(866) 285-1656
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Founded in 1993, BTL has grown to become one of the world's major manufacturers of medical and aesthetic equipment. With over 1,900 employees located in more than 53 countries, BTL has revolutionized the way to offer the most advanced non-invasive solutions for body shaping, skin tightening and other medical aesthetic treatments, including women's intimate health and wellness. BTL's brands include Emsculpt, Emsculpt Neo, Emsella, Emtone, Emface, Vanquish ME, Exilis ULTRA, Exion and Cellutone.

Candela

251 Locke Drive
Marlborough, MA 01752
(508) 358-7400
www.candelamedical.com

For over 50 years, Candela has led the global energy-based medical aesthetic device industry with a comprehensive product portfolio based on science, results and trust. With a global distribution footprint in over 100 countries and hundreds of patents issued around the world, Candela strives to deliver the highest levels of efficacy, safety and reliability to our customers. We are dedicated to the development of innovative products that offer a broad range of treatment solutions, including laser hair removal, tattoo removal, scar and striae treatments and the reduction of vascular and skin pigmentation.

CAREstream America / Pro-Nox

200 Technology Park, Suite 1040
Lake Mary, FL 32746
(855) 892-3872

www.carestreamamerica.com/aesthetics

CAREstream America offers cutting-edge aesthetic solutions including the innovative Pro-Nox™, a 50/50 nitrous oxide/oxygen analgesia system used to relieve procedure pain and anxiety safely. Our CAREprp™, body-jet® eco/evo for gentle waterjet-assisted body contouring and lipofilling, and the VeinViewer for HD imaging are unparalleled. View our comprehensive portfolio at www.carestreamamerica.com.

Cutera

3240 Bayshore Blvd.
Brisbane, CA 94005
(415) 657-5500

www.cutera.com

Cutera is a leading provider of aesthetic and dermatology solutions for practitioners worldwide. Since 1998, Cutera has been developing innovative, easy-to-use products that harness the power of science and nature to enable medical practitioners to offer safe and effective treatments to their patients.

Cynosure

5 Carlisle Road
Westford, MA 01886
(978) 256-4200

www.cynosure.com

Cynosure develops, manufactures and markets a diverse range of leading treatment applications for hair removal, skin revitalization, scar reduction, women's health, body contouring and more. The company's innovative products are used worldwide by plastic surgeons, dermatologists and other medical practitioners to enhance offerings and give patients the latest treatments.

DEKA M.E.L.A. s.r.l.

Via Baldanzese, 17
Calenzano, Firenze 50041 Italy
+39 055 887 4942

www.dekalaser.com

DEKA designs, manufactures and markets medical lasers and pulsed light equipment for specialized medical requirements in over 83 countries worldwide. Products include PHYSIQ, the Motus AZ+ with MoveoGlo, Helix CO₂ and 1570 nm platform, SmartXide Tetra with Coolpeel, Motus AX and AY, Sculpt, Onda and Red Touch, as well as other platforms for surgery, aesthetic medicine and dentistry utilizing a very wide range of wavelengths such as CO₂, Nd:YAG, Alexandrite, Er:YAG, Dye, Q-switched, KTP lasers, Flash lamp and Excimer lamp systems.

Dp Derm

11900 Biscayne Blvd, Suite 292
North Miami, FL 33181
(305) 552-0550

www.DpDerm.com

Dp Derm LLC is the U.S. distributor for the DP4 microneedling device and Dp Dermaceuticals, the first protocol-based skincare line designed to improve and maintain the best possible results when skin needling. Offering multiple customizable options for meso-infusion and combination therapies in-clinic, as well as pre- and post-care at home. Including our latest exosome products, Dp Dermaceuticals is designed to safely guide practitioners and their clients along their journey to their best skin.

Epionce

10211 W. Emerald Street
Boise, ID 83704
(866) EPIONCE (374-6623)

www.epionce.com

Epionce is a comprehensive and innovative set of products designed to optimize the appearance and health of the skin by working at the core of the skin's own protective and reparative systems. Developed by a clinical dermatologist, the unique approach delivers a blend of active botanical ingredients to deeply penetrate the skin. This helps to improve skin function, restore the natural protective barrier and reverse destructive skin inflammation. 15 independent clinical studies comparing the marketed products against leading prescription products have validated the technology of the Epionce line.

Galderma Laboratories, L.P.

14501 N. Freeway
Fort Worth, TX 76177
(817) 961-5000

www.galderma.com/us

Galderma, the world's largest independent global dermatology company, has an extensive product portfolio of best-in-class aesthetic solutions, prescription medicines and consumer care products. The company partners with aesthetic providers worldwide to impact the lives of patients by providing innovative solutions driven by ground-breaking medical research to help patients achieve natural-looking results.

GCC Aesthetics Inc. dba NassifMD Dermaceuticals

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(908) 963-7018

www.nassifmdskincare.com

NassifMD Dermaceuticals® is formulated by board-certified facial plastic and reconstructive surgeon and star of Botched. Dr. Nassif leverages his knowledge of the skin layers to develop luxurious yet affordable, science-based, cruelty-free skincare that delivers transformative anti-aging results for healthy, radiant, youthful looking skin. No scalpel required!

Aesthetic Company Directory

Hair Science

608 Vista Point Drive
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(866) 588-1744
www.hairscience.com

Hair Science is a U.S.-based research and development pharmaceutical company focused on the development of advanced hair loss formulas, including some of the most popularly prescribed regrowth formulas for hair loss in the U.S. and Canada – formulas 82M, 82F and 82D as well as Formula 82S, an over the counter 3-in-1 (cleansing, conditioning and anti-hair loss) shampoo, that is an excellent complement to a daily regrowth regimen.

invisa-RED

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Woodstock, GA 30189
(470) 331-4645
www.invisared.com

invisa-RED is a non-invasive laser device with FDA, IRB and clinically proven results for fat reduction, weight reduction and aesthetics. Our technology accomplishes scalable weight loss with a precise combination of specific frequencies from both red and infrared laser energy. The combination of dual coherent frequencies enables the laser to penetrate deep into the adipose tissue (subcutaneous fat) generating a significant response in cellular function and stimulation of the body's natural metabolism. invis-a-RED technology stimulates cellular respiration, lymphatic function and increase the metabolism through the synthesis of adenosine triphosphate (ATP). The activation and efficiency of both the lymphatic system and metabolism are essential to apiece a patient's weight loss goals.

Lutronic Aesthetics

19 Fortune Drive
Billerica, MA 01821
(888) 588-7644
www.Lutronic.com

Lutronic develops and manufactures products for quality, performance, durability and innovation. Every laser and radiofrequency device are intelligently designed with the practitioner and patient in mind. Lutronic is committed to bringing the most effective energy-based devices to the marketplace to ensure exceptional outcomes and improve the lives of everyone they touch.

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Merz Aesthetics

6501 Six Forks Road
Raleigh, NC 27615
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www.merzusa.com

Merz North America, Inc. is a specialty healthcare company dedicated to the development and marketing of innovative quality products for physicians and patients across the U.S. and Canada. Merz products are distributed through two divisions, aesthetics and neurosciences, and developed with the goal of improving patients' health and quality of life.

MINT (HansBiomed USA, Inc.)

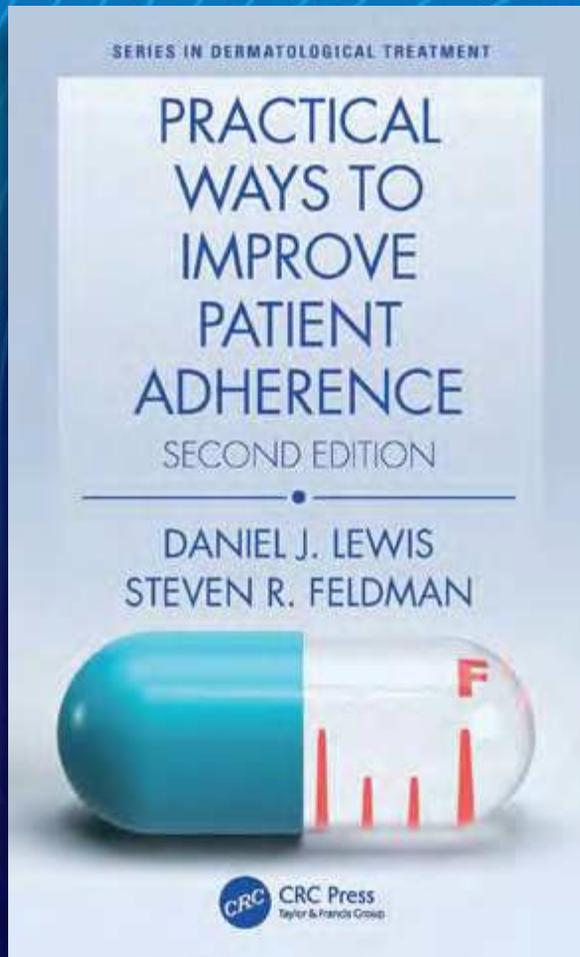
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Aesthetic Company Directory

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PDO Max threads are one of the few truly FDA cleared PDO thread-in-cannula devices on the market. We offer a variety of sizes and types: Barbed, Smooth, Ciclone, Molded, Nose and more. Our focus is educating practitioners on minimally invasive nonsurgical face and body lifting techniques through our extensive hands-on training workshops.

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www.mrp.io

Started with the mission to create a market for physicians to access energy-based devices at GPO-level pricing, Powered by MRP is the first online marketplace featuring new and pre-owned devices, consumables and supplies for all aesthetic needs. Users can buy, sell and trade-in their devices with transparency, trust and velocity.

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(877) 535-7873
www.revolutionmedical.com

Revolution Medical redefines nonsurgical aesthetics with the most effective technology available from around the world, providing marketing support, one-on-one training, and global technology sourcing for your success. Experience high profitability, quick ROI, FDA approved technologies like Pure Plasma the ultimate all-in-one treatment, and shared vision and strategy with ongoing support.

Resculpt Medical Threads

11500 West Olympic Blvd., Suite 525
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(888) 343-3383
www.ResculptThreads.com

Resculpt Medical Threads provides a variety of threads designed to enable ease and improvement of technique for optimum results. The company was founded by Nancy M. Kim, MD who practices aesthetic medicine at Thread Lift Center and is the author of the first and only textbook about thread procedures published by a U.S. physician.

Rion Aesthetics

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(plated)™ SkinScience by Rion Aesthetics revolutionizes skin-care with its proprietary Renewosome™ technology, harnessing the renewing power of platelets. The Intense, Daily and Calm serums nourish and rejuvenate the appearance of skin. This ground-breaking innovation, backed by 15 years of cellular research, provides a natural defense against visible signs of aging, fostering beauty from within.

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SHEnB Co., Ltd.

655 North Berry Street, Suite A
Brea, CA 92821
(888) 529-0994
www.shenb.com

SHEnB is an aesthetic medical device manufacturer. Since established in 1999, SHEnB has sought the opportunities for growth and innovation by continuously researching and developing technologies specifically in the field of radiofrequency, ultrasound and plasma. Our representative medical devices include VIVACE, VYBE RF, VirtueRF and PLADUO which have earned a reputation across the globe. VIVACE/VYBE RF and VirtueRF are designed to maximize patient efficacy and comfort by applying outstanding microneedling technologies and reducing pain dramatically.

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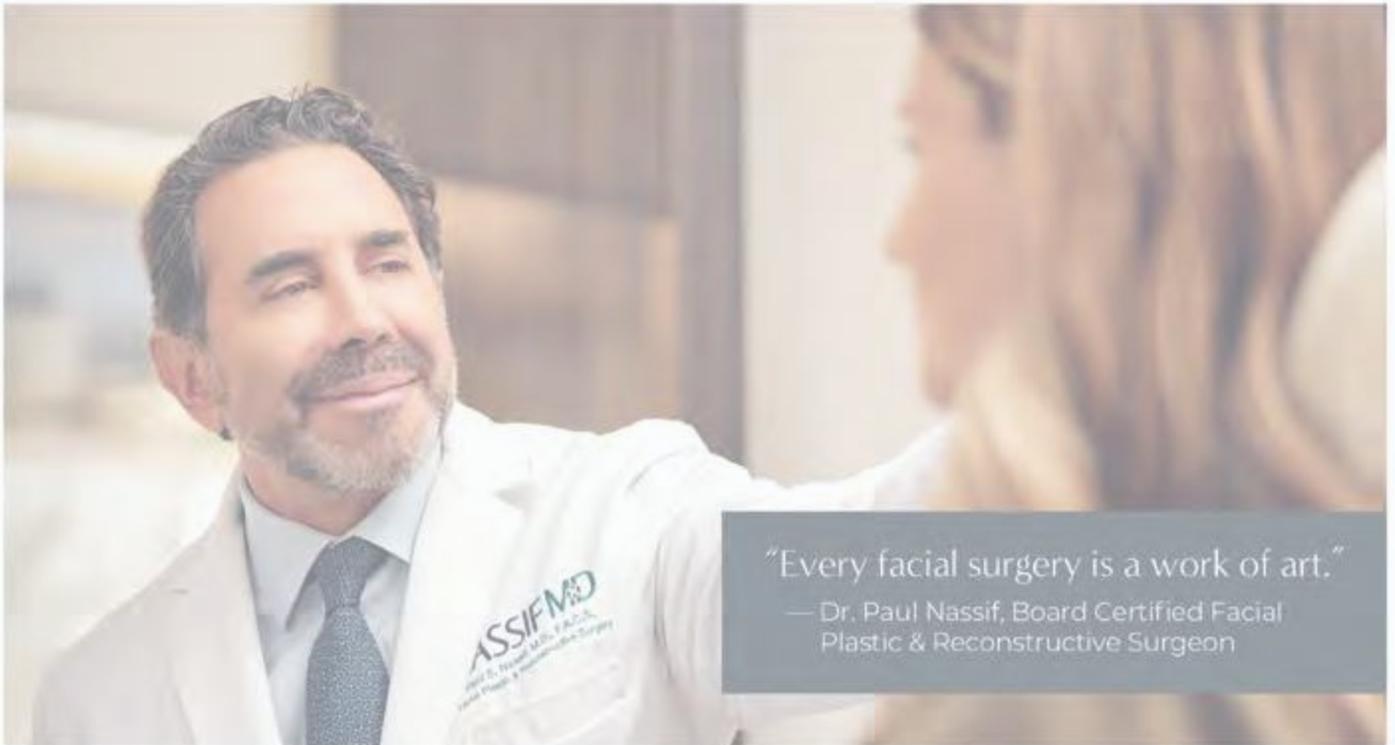
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Aesthetic Company Directory

SmartGraft by Vision Medical, Inc.

46 Regency Plaza
Glen Mills, PA 19342
(610) 680-7676
www.SmartGraft.com

SmartGraft alongside hair regenerative partners, Smart Solutions RX and LOCKrx Hair Support products, collectively offer long-term successful innovations toward the advancement and treatment of hair loss. Minimally invasive and non-invasive medical aesthetic and hair restoration technologies include ingestible, topical and surgical solutions.

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www.sofwave.com

Sofwave™ comfortably delivers Synchronous Ultrasound Parallel Beam SUPERB™ technology, with minimal downtime in a single 30 - 45-minute treatment no matter the skin type. Sofwave is FDA cleared and clinically proven to remodel collagen, which improves facial lines and wrinkles, and lifts the eyebrows, submental and neck area.

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(734) 506-6052
www.sylton.com

Sylton is the manufacturer of the Observ® Skin Analysis System. Observ is the global standard for Skin Analysis delivering IOS compatible HD images processed in just seconds. The system is supported by an intuitive easy to use workflow app resulting in proper documentation of skin concerns and a treatment plan. Observ facilitates compelling and convincing consultations that will increase patient satisfaction and clinic profitability.

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(512) 637-6745
www.Thermi.com

Thermi is pioneering the newest technologies in skin wellness. Their Austin, Texas based team has released their newest device - the ThermiRF+®. This radiofrequency platform technology utilizes proprietary temperature-controlled algorithms for various non-invasive and minimally-invasive applications, such as ThermiTight®, ThermiSmooth® and ThermiVa®.

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VIOLA Threads provides medical aesthetic practitioners with fully absorbable threads available in different shapes, sizes and materials. Our polydioxanone (PDO) threads are U.S. FDA 510k Cleared (#K190264) for barbed suture and are indicated for use in soft tissue approximation, where use of absorbable suture is appropriate.

Vivant Skin Care

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(800) 984-8268
www.vivantskincare.com

Vivant is a medical grade line for the treatment of acne, hyperpigmentation and anti-aging. Vivant Skin Care was founded and formulated in 1990 by James E. Fulton, MD, PhD, co-developer of Retin-A and Benzoyl Peroxide gel (Panoxyl). Dr. Fulton also introduced mandelic acid into the skincare industry.

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www.vsoftlift.us

V Soft Lift is a premier PDO thread provider. We offer a wide variety of different types and sizes of PDO threads to meet many individual patient needs. Our PDO threads are FDA Class II cleared with a 510K and always packaged in proper packaging which reflects the commitment and extensive research and development to deliver strong biostimulatory PDO threads.

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www.zianmed.com

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Dermal Filler Product Comparison Chart

Supplier	Product(s)	Key Component	Description	Physician Price	Regulatory Status
Allergan Aesthetics, an AbbVie company	CosmoDerm	Purified Human-based	Purified human-based collagen 35 mg/mL.	\$205	Worldwide
	CosmoPlast	Collagen + Lidocaine	Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde. *All collagen products contain 0.3% lidocaine.	\$235	Worldwide
	HydraFill – Softline	Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
	HydraFill – Softline Max	Non-animal Hyaluronic Acid + Lidocaine	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
	Juvéderm ULTRA 2	Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
	Juvéderm ULTRA 3	Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
	Juvéderm ULTRA 4	Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. *All Juvéderm ULTRA products contain 0.3% lidocaine.	\$245	CE marked.
	Juvéderm VOLUMA	Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 20 mg/g.	Contact mfr.	CE marked for facial volume restoration.
	Juvéderm HYDRATE		13.5 mg/g plus mannitol 0.9%; 1 x 1 mL syringe.	Contact mfr.	CE marked.
	JUVÉDERM VOLUX XC	Hyaluronic acid	Indicated for subcutaneous and/or supraperiosteal injection for improvement of jawline definition in adults over the age of 21 with moderate to severe loss of jawline definition.	Contact mfr.	FDA approved 2022
	JUVÉDERM VOLUMA XC	Hyaluronic acid	Indicated for deep (subcutaneous and/or supraperiosteal) injection for cheek augmentation to correct age-related volume deficit in the mid-face and for augmentation of the chin region to improve the chin profile in adults over the age of 21.	Contact mfr.	FDA approved 2020
	JUVÉDERM VOLLURE XC	Hyaluronic acid	Injectable gel indicated for injection into the mid to deep dermis for correction of moderate to severe facial wrinkles and folds (such as nasolabial folds) in adults over the age of 21.	Contact mfr.	FDA approved 2017
	JUVÉDERM VOLBELLA XC	Hyaluronic acid	Injectable gel indicated for injection into the lips for lip augmentation and for correction of perioral rhytids, and for the improvement of infraorbital hollowing in adults over the age of 21.	Contact mfr.	FDA approved 2022
	JUVÉDERM Ultra XC	Hyaluronic acid	Injectable gel indicated for injection into the mid to deep dermis for correction of moderate to severe facial wrinkles and folds (such as nasolabial folds), and for injection into the lips and perioral area for lip augmentation in adults over the age of 21.	Contact mfr.	FDA approved 2010
	JUVÉDERM Ultra Plus XC	Hyaluronic acid	Injectable gel indicated for injection into the mid to deep dermis for correction of moderate to severe facial wrinkles and folds (such as nasolabial folds).	Contact mfr.	FDA approved 2010
Galderma Laboratories, L.P.	Restylane-L	Hyaluronic acid manufactured using NASHA Technology*	Indicated for mid-to-deep injection into the facial tissue for the correction of moderate to severe facial wrinkles and folds, such as nasolabial folds. Indicated for submucosal implantation for lip augmentation in patients over the age of 21.	Contact mfr.	FDA Approved in 2005. P040024/S039
	Restylane Lyft	Hyaluronic acid manufactured using NASHA Technology*	Indicated for implantation into the deep dermis to superficial subcutis for the correction of moderate to severe facial folds and wrinkles, such as nasolabial folds, and for subcutaneous to supraperiosteal implantation for cheek augmentation and correction of age-related midface contour deficiencies. Indicated for injection into the subcutaneous plane in the dorsal hand to correct volume deficit in patients over the age of 21.	Contact mfr.	FDA Approved in 2010 + 2015 for midface. P040024/S073
	Restylane Silk	Hyaluronic acid manufactured using NASHA Technology*	Indicated for submucosal implantation for lip augmentation and dermal implantation for correction of perioral rhytids in patients over the age of 21.	Contact mfr.	FDA Approved in 2005 + 2014 for lip. P040024/S072
	Restylane Contour	Hyaluronic acid manufactured using XpresHAn Technology**	Indicated for use in cheek augmentation and correction of midface contour deficiencies in patients over the age of 21.	Contact mfr.	FDA Approved in 2021. P140029/S032
	Restylane Defyne	Hyaluronic acid manufactured using XpresHAn Technology**	Indicated for injection into the mid-to-deep dermis for correction of moderate to severe, deep facial wrinkles and folds (such as nasolabial folds) in patients over the age of 21. Indicated for injection into the mid-to deep dermis (subcutaneous and/or supraperiosteal) for augmentation of the chin region to improve the chin profile in patients with mild to moderate chin retrusion over the age of 21.	Contact mfr.	FDA Approved in 2016 + 2021 for chin indication. P140029/S027
	Restylane Kysse	Hyaluronic acid manufactured using XpresHAn Technology**	Indicated for injection into the lips for lip augmentation and the correction of upper perioral rhytids in patients over the age of 21.	Contact mfr.	FDA Approved in 2020. P140029/S021
	Restylane Refyne	Hyaluronic acid manufactured using XpresHAn Technology**	Indicated for injection into the mid-to-deep dermis for correction of moderate to severe facial wrinkles and folds (such as nasolabial folds) in patients over the age of 21.	Contact mfr.	FDA Approved in 2016. P140029
	Sculptra	injectable poly-L-lactic acid	Indicated for correction of shallow to deep nasolabial fold contour deficiencies and other facial wrinkles for use in immune-competent subjects. Intended for restoration and/or correction of the signs of facial fat loss (lipoatrophy) in people with human immunodeficiency virus. *NASHA technology through which stabilization is achieved by preserving the naturally occurring hyaluronic acid network through minimal synthetic crosslinks, products are differentiated by the calibration size of the screen used to extrude the gel to a defined size **XpresHAn Technology™ (known as Optimal Balance Technology™ [OBT] outside the US), products are differentiated by their degree of cross-linking and the calibration size of the screen used to extrude the gel to a defined size	Contact mfr.	FDA Approved in 2009. P030550
Merz Aesthetics	Belotero Balance – 22.5 mg/mL	Hyaluronic Acid	Sterile, bioresorbable, non-pyrogenic, viscoelastic, clear, colorless, homogeneous gel device. Bacterially fermented, injectable, hyaluronic-acid-based dermal filler.	Contact mfr.	CE marked in Europe. FDA approved.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Dermal Filler Product Comparison Chart

Supplier	Product(s)	Key Component	Description	Physician Price	Regulatory Status
Merz Aesthetics (Continued)	Radiesse	CaHA	Radiesse injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (1.5 cc, 0.8 cc).	Contact mfr.	CE marked in Europe. FDA approved.
	Radiesse (+)	CaHA	RADIESSE (+) Lidocaine injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of glycerin, sodium carboxymethyl cellulose 0.3% lidocaine hydrochloride and sterile water for injection (1.5 cc, 0.8 cc).	Contact mfr.	
MTF Biologics	Renuva	Allograft Adipose Matrix	Derived from allograft adipose extracellular matrix which contains the same collagen, growth factors and proteins found in native adipose tissue.	Contact mfr.	FDA Regulated 361 HCT/P
Prolenium	Revanesse Lips+	HA concentration of 25 mg/mL	Revanesse Lips+ is an FDA approved hyaluronic acid dermal filler that can be used for submucosal implantation for lip augmentation in patients 22 years of age or older.	Contact mfr.	FDA approved.
	Revanesse Versa	HA concentration of 25 mg/mL	Revanesse Versa+ is an FDA approved hyaluronic acid dermal filler that can be used to treat moderate to severe facial wrinkles and folds, including nasolabial folds in patients 22 years of age or older.	Contact mfr.	FDA approved.
Revence	RHA Redensity	Preserved Network Technology Non-animal Hyaluronic Acid 15mg/mL + Lidocaine 0.3%	RHA Redensity is the first and only FDA-approved filler for injection into both the superficial dermis and dermis to treat moderate to severe perioral rhytids. RHA Redensity has the highest stretch score of the RHA Collection, and the highest stretch of any hyaluronic acid filler in the U.S. Market.	Contact mfr.	CE marked. FDA approved.
	RHA 2	Preserved Network Technology non-animal Hyaluronic Acid 23mg/mL + Lidocaine 0.3%	The RHA collection of fillers is for injection into the facial tissue for the correction of dynamic facial lines, wrinkles and folds that are moderate to severe, such as nasolabial folds.	Contact mfr.	CE marked. FDA approved.
	RHA 3	Preserved Network Technology non-animal Hyaluronic Acid 23mg/mL + Lidocaine 0.3%	Indicated for injection into the mid-to-deep dermis for the correction of moderate to severe dynamic facial wrinkles and folds, such as nasolabial folds.	Contact mfr.	CE marked. FDA approved.
	RHA 4	Preserved Network Technology non-animal Hyaluronic Acid 23mg/mL + Lidocaine 0.3%	Indicated for injection in the deep dermis to superficial subcutaneous tissue for the correction of moderate to severe dynamic facial wrinkles and folds, such as nasolabial folds.	Contact mfr.	CE marked. FDA approved.
Suneva Medical	Bellafill	Purified Bovine Collagen and PMMA	80% purified bovine collagen and 20% polymethylmethacrylate (PMMA) microspheres and 0.3% lidocaine.	Contact mfr.	FDA approved for the correction of nasolabial folds and moderate to severe, atrophic, distensible facial acne scars on the cheek in patients over the age of 21 years.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Neurotoxins Comparison Chart

Manufacturer	Product(s)	Key Component	Product and/or Mechanism of Action Description	Physician Price	Regulatory Status
Allergan Aesthetics, an Abbvie Company	BOTOX Cosmetic	onabotulinumtoxinA	100 unit vial (2.5mL); 50 unit vial (1.25mL) – Resulting dose/units per .1mL = 4 units 20 units glabellar lines 24 units (12 units per side) lateral canthal lines 20 units forehead lines	Contact mfr.	FDA-approved treatment for the temporary improvement in the appearance of moderate to severe forehead lines, frown lines and lateral canthal lines in adult patients.
Evolus	JEUVEAU	prabotulinumtoxinA-xvfs	100 Units, vacuum-dried powder in a single-dose vial for reconstitution with 2.5 mL of preservative-free 0.9% Sodium Chloride Injection, USP, per 100 Units. Treatment of glabellar lines: 0.1 mL (4 units) by intramuscular injection into each of five sites, for a total dose of 20 units.	Contact mfr.	FDA approved for temporary improvement in the appearance of moderate to severe glabellar lines associated with corrugator and/or procerus muscle activity in adults.
Galderma Laboratories, L.P.	Dysport	abobotulinumtoxinA	300 Units of lyophilized powder in a single-use vial for reconstitution with 1.5 or 2.5 mL of preservative-free 0.9% Sodium Chloride injection. It is indicated for the treatment of glabellar lines, in which a total dose of 50 units, divided into five equal aliquots of 10 units each, is administered intramuscularly to each of the corrugator muscles (2 injections in each) and the procerus muscle (1 injection) to achieve a clinical effect.	Contact mfr.	FDA approved to treat frown lines between the brows.
	Alluzience	abobotulinumtoxinA	0.625 mL (125 Speywood units) of Ready-to-use BoNT-A liquid neuromodulator formulation	Contact mfr.	Approved to distribute in Europe (excluding Greece, Lithuania, Estonia, Latvia, Hungary).
Merz Aesthetics	Xeomin	incobotulinumtoxinA (150 kDa)	Botulinum toxin type A produced from fermentation of Hall strain Clostridium botulinum serotype A; purified from the culture supernatant; the active ingredient is isolated and separated from the proteins, using two-step chromatography, yielding the active neurotoxin without complexing proteins. Stabilized with the well-known excipients HSA and sucrose. 50 units or 100 units lyophilized powder in a single-dose vial for reconstitution only with preservative-free 0.9% Sodium Chloride injection, USP.	Contact mfr.	FDA approved for temporary improvement in the appearance of moderate to severe glabellar lines associated with corrugator and/or procerus muscle activity in adult patients.
Revence	DAXI	DaxibotulinumtoxinA	150kD Botulinum Toxin Type A	Contact mfr.	Currently under regulatory review for treatment of glabellar lines, forehead lines and lateral canthal lines; approval expected 2022.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Physician-Dispensed Topicals Comparison Chart

Manufacturer / Supplier	Acne Tx	Collagen Stimulation	Exfoliation	Firming	Peel	Pre-Procedure Tx	Post-Procedure Tx	Scar Reduction	Skin Lightening	Sun Protection	Wrinkle Reduction	Website
AnteAGE MD		•		•			•		•		•	www.anteage.com
Dp Derm	•	•	•	•	•		•	•	•	•	•	www.DpDerm.com
ELEVAI Labs	•	•					•	•	•		•	www.elevaiskincare.com
Epionce	•	•	•	•	•		•		•	•	•	www.epionce.com
NassifMD Dermaceuticals		•	•	•	•					•	•	www.nassifmdskincare.com
PDO Max PDO AfterGlo	•	•		•			•	•			•	www.pdomax.com
PRX Derm Perfection (WiQo)		•		•				•	•		•	www.lovebeautypro.com/PRX
(plated) Skin Science						•	•				•	www.rionaesthetics.com
Smart Solutions RX, Inc. / LOCKrx Hair Support						•	•					www.smartsolutionsrx.com
SkinCeuticals, LLC	•		•	•	•		•		•	•	•	www.skinceuticals.com
SkinMedica, an Allergan Company	•	•	•	•	•		•	•	•	•	•	www.skinmedica.com
WiQo		•		•				•	•		•	www.lovebeautypro.com/PRX

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Acne Tx Device Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm ²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
BENEV Company Inc.						
SmartLux Mini	SLD Phototherapy Device	Blue (415 – 425 nm), Red (630 – 640 nm), Infrared (820 – 830 nm)	75 W/cm ³ ~ 90 W/cm ³	N/A	MSRP \$13,000	N/A
Cutera						
AviClear excel V+	Laser Laser	1726 nm 532 nm, 1064 nm	Up to 100 W Up to 300 J/cm ²	Up to 50 ms Up to 60 ms	Contact mfr. Contact mfr.	No per treatment consumables. All accessories included. 1 mm and 2 mm Dermastat pens.
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 µm	50 W max	200 – 2000 µs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide ²	Fractional CO ₂	10.6 µm	80 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/ RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Touch	Fractional CO ₂	10.6 µm	60 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/ RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Tetra	Fractional CO ₂	10.6 µm	50 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/ RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission; 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alex wavelengths. Proprietary new Moveo technology functionality for painless and smokeless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lazur	6.2 cm ² integrated 420 – 950 nm filter	8 ms; 30 ms; 50 ms	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling and TEMP selection. 6.2 cm ² spot at 3 Hz max rep. rate; short/medium/long pulse modes.
Motus AZ+	High Power and Frequency Alexandrite & Nd:YAG Laser	755 nm Alexandrite; 1064 nm Nd:YAG	Up to 31 J (62W); Up to 63 J (94W)	Single mode pulse length 2 – 50 ms, Burst Pulse length 4 – 80 ms, Total burst length 14 – 300 ms; 1 – 10 Hz rep. rate.	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; hair removal, pigmented and vascular lesion treatments applied through either proprietary new Moveo Technology functionality for total painless and smokeless handpieces or standard up to 20 mm spot size optional handpieces. Up to 10 Hz rep. rate on both Nd:YAG and Alexandrite wavelengths. 180° wide touch screen, adjustable display for optimal view during sessions, high power 1200 micron fiber connectivity and automatic handpiece recognition with no need to turn machine off.
HELIX	Fractional CO ₂ / 1570 nm	10.6 µm / 157 nm	70 W max	10600 nm: 0.4 ms - 4 ms 1570 nm: 0.4 ms - 12 ms	Contact mfr.	Two wavelengths sequentially used with different patterns. PSD technology with selectable pulse shape (SP-DP-HP-PW-CW, traditional & fractional scanning modes available), DOT/RF scanner, free hand, TFT touch screen monitor, Stack and Smart track delivery mode. Storing user's protocols. Multidisciplinary.
Lutronic Aesthetics						
Clarity II	Alexandrite and Nd:YAG laser	755 / 1064 nm	Up to 600 J/cm ²	0.1 - 300 ms	Contact mfr.	Digitally-based 755 / 1064 nm platform that enables 2X faster treatment coverage speed. Standard spots of 2 - 24 mm are included with single fiber, and advanced handpiece with cryogen cooling to help facilitate the treatment of common vascular lesions.
DermaV	Nd:YAG laser	1064 / 532 nm	Up to 600 J/cm ²	0.1 - 300 ms	Contact mfr.	Digitally-based Nd:YAG platform that includes cryogen cooling with 532 nm and exclusive multi-pulse applications to effectively treat all vascular and pigmented lesions. Standard spots of 2 - 16 mm are included with single fiber, advanced handpiece, IntelliTrak and Temperature Sensing.
eCO ₂ Plus	CO ₂ Fractional Laser	10600 nm	Up to 240 mJ	40 - 1,000 us; 1-5 ms	Contact mfr.	Customizable fractional CO ₂ treatments with advanced capabilities to safely deliver laser resurfacing to lighten and brighten patient complexions, including the reduced appearance of acne scars.
Hollywood Spectra	Nd:YAG Nano-Acoustic Laser	1064 / 532 nm Optional Dye HPs: 585 / 650 nm	Up to 1.4 J	5 ns and 0.3 ms	Contact mfr.	Proven short-pulse platform for reducing unwanted pigment and stimulating collagen with low downtime. HyperSurge, IntelliBeam and MDF Microbeam technologies included as standard for complete lightening and brightening treatment benefits. Exclusive Hollywood Laser Peel and AcnePeel treatments.

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Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
AMA Meditime						
The Oligio	Monopolar RF	N/A	Up to 400 W	N/A	Contact mfr.	Functions using two tip types for full face or periorbital/eyelid areas (body tip in development). Other cost-efficient consumables required are The Oligio Coupling Fluid, Grounding Pads and Cryogen Gas canisters.
BENEV Company, Inc.						
Sylfirm X	Emerging Dual Wave RF Microneedling System	N/A	N/A	Pulse Wave Mode: 30 msec - 60 msec; Continuous Wave Mode: 120 msec - 300 msec	MSRP \$149,000	Sylfirm X Standard and XE Tip
SmartLux Mini	SLD Phototherapy Device	Blue (415 - 425 nm), Red (630 - 640 nm), Infrared (820 - 830 nm)	75 W/cm ³ ~ 90 W/cm ³	N/A	MSRP \$13,000	N/A
Cutera						
xeo excel V+	Laser Laser	1064 nm 532 nm, 1064 nm	Up to 300 J/cm ² Up to 300 J/cm ²	Up to 300 ms Up to 60 ms	Contact mfr. Contact mfr.	Optional IPL handpieces. Laser Genesis. 1 mm and 2 mm Dermastat pens. Laser Genesis and Green Genesis.
enlighten (Pico Genesis)	Laser	532 nm / 670 nm / 1064 nm	400 mJ / 125 mJ / 800 mJ	750 ps, 2 ns / 660 ps / 750 ps, 2 ns	Contact mfr.	No per treatment consumables. All accessories included.
Secret PRO	Fractional CO ₂ / Bipolar RF Microneedling	10,600 nm / 2 MHz	Up to 30 W (up to 175 mJ) / 70 W (64 pin), 25 W (25 pin)	20 - 5,000 µs / 50 - 950 ms	Contact mfr.	Surgical CO ₂ handpiece available. RF Microneedling tips are gold-plated for biocompatibility, semi-insulated and non-insulated, 0.25 mm thin, and available in 25 or 64 pin arrangements.
Secret DUO	Laser + Bipolar RF Microneedling	1540 nm / 2 MHz	Up to 12W / 70 W (64pin), 25 W (25 pin)	700 - 5000 µs / 50 - 950 ms	Contact mfr.	1540 nm handpiece available with 300 and 600 µm tips. RF microneedling tips are gold-plated for biocompatibility, semi-insulated and non-insulated, 0.25 mm thin, and available in 25 or 64 pin arrangements.
DEKA						
SmartXide DOT	Fractional CO ₂	0.6 µm	50 W max	200 - 2000 µs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide ²	Fractional CO ₂	10.6 µm	80 W max	100 - 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Touch	Fractional CO ₂	10.6 µm	60 W max	100 - 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Tetra	Fractional CO ₂	10.6 µm	50 W max	100 - 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 - 2.5 J/cm ²	2 - 85 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro FT	Multifunctional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 - 10 ms SP; from 2 - 30 ms LP (1-3 pulses) / From 3 - 8 ms	Contact mfr.	Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Synchro REPLAY	Multifunctional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) - 125 W (max) / LP: 120 J - 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 - 50 ms (single pulse); from 2 - 40 ms (double pulse) / From 2 - 50 ms SP mode; from 0.2 - 12 ms LP mode / From 3 - 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
DEKA (Continued)						
LUXEA	Multifunctional Platform	Lilac, Prisma, Sparks, Lazur, Viridis	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm, 1064 nm Q-switched: 2x2 mm/3x3 mm spot size. 1064 nm Nd:YAG: 2.5 mm/4 mm/6 mm/10 mm spot size. 6.2 cm ² integrated 420 – 1200 nm filter. 2.1 cm ² integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G.	Single Pulse: from 3 – 50 ms, 6 ns, 6 – 30 ms, 8 ms, 30 ms, 50 ms, from 5-50 ms.	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different skin rejuvenation needs (either vascular; BPL, etc..) Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available. Three filters with up to 120,000 shots guaranteed IPL included. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Mòvèo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
Motus AZ+	High Power and Frequency Alexandrite & Nd:YAG Laser	755 nm Alexandrite; 1064 nm Nd:YAG	Up to 31 J (62W); Up to 63 J (94W)	Single mode pulse length 2 – 50 ms, Burst Pulse length 4 – 80 ms, Total burst length 14 – 300 ms; 1 – 10 Hz rep. rate.	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; hair removal, pigmented and vascular lesion treatments applied through either proprietary new Mòvèo Technology functionality for total painless and smokeless handpieces or standard up to 20 mm spot size optional handpieces. Up to 10 Hz rep. rate on both Nd:YAG and Alexandrite wavelengths. 180° wide touch screen, adjustable display for optimal view during sessions, high power 1200 micron fiber connectivity and automatic handpiece recognition with no need to turn machine off.
HELIX	Fractional CO ₂ / 1570 nm	10.6 µm / 157 nm	70 W max	10600 nm: 0.4 ms - 4 ms 1570 nm: 0.4 ms - 12 ms		Two wavelengths sequentially used with different patterns. PSD technology with selectable pulse shape (SP-DP-HP-PW-CW, traditional & fractional scanning modes available), DOT/RF scanner, free hand, TFT touch screen monitor, Stack and Smart track delivery mode. Storing user's protocols. Multidisciplinary.
Lutronic Aesthetics						
DermaV	Nd:YAG laser	1064 / 532 nm	Up to 600 J/cm ²	0.1 - 300 ms	Contact mfr.	Digitally-based Nd:YAG platform that includes cryogen cooling with 532 nm and exclusive multi-pulse applications to effectively treat all vascular and pigmented lesions. Standard spots of 2 - 16 mm are included with single fiber, advanced handpiece, IntelliTrak and Temperature Sensing.
eCO ₂ Plus	CO ₂ Fractional Laser	10600 nm	Up to 240 mJ	40 - 1,000 us; 1-5 ms	Contact mfr.	Customizable fractional CO ₂ treatments with advanced capabilities to safely deliver laser resurfacing to lighten and brighten patient complexions, including the reduced appearance of acne scars.
Genius	Bipolar Fractional RF Microneedling	N/A	50W	10 - 1,000 ms	Contact mfr.	N/A
Hollywood Spectra	Nd:YAG Nano-Acoustic Laser	1064 / 532 nm Optional Dye HPs: 585 / 650 nm	Up to 1.4 J	5 ns and 0.3 ms	Contact mfr.	Proven short-pulse platform for reducing unwanted pigment and stimulating collagen with low downtime. HyperSurge, IntelliBeam and MDF Microbeam technologies included as standard for complete lightening and brightening treatment benefits. Exclusive Hollywood Laser Peel and AcnePeel treatments.
Ultra	Thulium Laser	1927 nm	1 - 20 mJ at 20 W	N/A	Contact mfr.	Highest powered non-ablative fractional thulium laser is fully customizable to all patient skin types, year round. Reduces pigment and stimulates collagen with minimal patient downtime. Optional serums and cooling masks can complement the experience and allow for new treatment capabilities.
Sofwave						
Sofwave	Ultrasound	N/A	60 - 70 degrees, 1.5 mm depth, 7 parallel ultrasound beams	N/A	Contact mfr.	Handpiece

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Hair Removal Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aesthetic Management Partners						
Alpha Pro	Laser diode 808 nm and IPL	808 nm	45 J / cm ²	10 - 400 msec	Contact mfr.	N/A
Cutera						
xeo + prowave	Laser / IPL	1064 nm / 680 – 1100 nm	300 J/cm ² / ≤30 J/cm ²	Up to 300 ms / Automatic	Contact mfr.	No per treatment consumables. All accessories included.
excel HR	Laser	755 nm, 1064 nm	Up to 300 J/cm ²	Up to 300 ms	Contact mfr.	No per treatment consumables. All accessories included.
excel V+	Laser	532 nm, 1064 nm	Up to 300 J/cm ²	Up to 60 ms	Contact mfr.	1 mm and 2 mm Dermastat pens.
Cynosure						
Elite IQ	Laser Platform	755 nm; 1064 nm	5 – 600 J/cm ² 100 J/cm ² (Small Sapphire Optic) and 20 J/cm ² (Large Sapphire Optic)	Adjustable 0.4 – 300 ms	Contact mfr.	2.5 mm – 24 mm spot size handpieces.
Vectus	Diode	810 nm		5 – 300 ms	Contact mfr.	
Apogee+	Alexandrite Laser	755 nm	7 – 50 J/cm ²	Adjustable 0.4 – 300 ms	Contact mfr.	
DEKA						
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	3 – 8 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J - 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	\$55,990	Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Motus AX	High Frequency Alexandrite Laser	755 nm	Up to 30 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse)	Contact mfr.	Transportable device, integrated Peltier skin contact cooling, 20 mm spot area available with up to 10 Hz rep. rate. Proprietary new Movéo technology functionality for painless and smokless hair removal.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Movéo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lilac; Ruber; Sparks; Vivid	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 8.3 cm ² integrated 550 – 1200 nm filter. 1064 nm Nd:YAG Laser: 2.5 mm/ 4 mm/6 mm/10 mm spot sizes. 808 nm Diode Laser: 10x13 mm spot size.	Single pulse: from 3 – 50 ms; from 8 – 50 ms; 6 – 30 ms; 15 – 200 ms.	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different hair removal needs (shot by shot, IPL, laser, etc.). Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for other applications like vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Hair Removal Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
DEKA (Continued)						
Motus AZ+	High Power and Frequency Alexandrite & Nd:YAG Laser	755 nm Alexandrite; 1064 nm Nd:YAG	Up to 31 J (62W); Up to 63 J (94W)	Single mode pulse length 2 – 50 ms, Burst Pulse length 4 – 80 ms, Total burst length 14 – 300 ms; 1 – 10 Hz rep. rate.	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; hair removal, pigmented and vascular lesion treatments applied through either proprietary new Mòvèo Technology functionality for total painless and smokeless handpieces or standard up to 20 mm spot size optional handpieces. Up to 10 Hz rep. rate on both Nd:YAG and Alexandrite wavelengths. 180° wide touch screen, adjustable display for optimal view during sessions, high power 1200 micron fiber connectivity and automatic handpiece recognition with no need to turn machine off.
Motus AZ	High Power and Frequency Alexandrite Laser	755 nm	Up to 31 J (62W)	Single mode pulse length 2 – 50 ms, Burst Pulse length 4 – 80 ms, Total burst length 14 – 300 ms; 1 – 10 Hz rep. rate.	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; hair removal and pigmented lesion treatments applied through either proprietary new Mòvèo Technology functionality for total painless and smokeless handpieces or standard up to 20 mm spot size optional handpieces. Up to 10 Hz rep. rate. 180° wide touch screen, adjustable display for optimal view during sessions, high power 1200 micron fiber connectivity and automatic handpiece recognition with no need to turn machine off.
Lasering USA						
Velure S800	HP Diode	808 nm	10 – 600 J/cm ²	10 – 1000 ms	Contact mfr.	8 mm and 12 mm spot size handpieces.
Lutronic Aesthetics						
Clarity II	Alexandrite and Nd:YAG laser	755 / 1064 nm	Up to 600 J/cm ²	0.1 - 300 ms	Contact mfr.	Digitally-based 755 / 1064 nm platform that enables 2X faster treatment coverage speed. Standard spots of 2 - 24 mm are included with single fiber, and advanced handpiece with cryogen cooling to help facilitate the treatment of common vascular lesions.
MRP						
Bare 808 Diode Laser	Diode Laser Hair Removal	Gold-standard 808 nm diode	N/A	N/A	Contact mfr.	Square waveform, multi-pulse mode for optimal treatment and safety. 14 mm x 14 mm spot size.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Product Profiles



V Soft Lift

PDO Threads are the cutting edge of aesthetic procedures. They are a non-invasive treatment that stimulate neocollagenesis through the body's natural healing process, which increases collagen production and develops better blood flow to your skin. This will tighten your skin and improve overall texture and tone. They also can give an immediate lift, while gradually getting even better with time. While neurotoxins paralyze muscles to smooth the skin, and dermal fillers temporarily build volume and support, PDO threads add in biostimulation that neurotoxins and dermal fillers alone cannot.

V Soft Lift: (800) 674-9640 or visit www.vsoftlift.us



MG-EXO-SKIN

Utilizing one of the most exciting emerging technologies – exosomes – MG-EXO-SKIN™ is a regenerative, biomimetic and multi-potent meso-glide that removes the complications of autologous procedures. Extracted from ethically sourced mesenchymal stem cells, exosomes used in MG-EXO-SKIN come from the youngest and purest source. When paired with EXO-SKIN™, one of the first available at-home topical non-negotiable solutions containing exosomes, MG-EXO-SKIN™ delivers truly unprecedented results without additional time spent on processing and preparation.

Dp Derm: (305) 552-0550 or visit www.dpderm.com



Epionce Daily Shield Tinted SPF 50

Epionce Daily Shield Tinted SPF 50 provides sheer, broad spectrum protection that evens out skin tone while imparting a natural-looking, healthy glow. Perfect for all skin types, this very water-resistant formula is enhanced with botanical ingredients for anti-inflammatory and antioxidant benefits and is free from benzones, octocrylene and ecamsule.

Episciences, Inc.: (866) EPIONCE (866-374-6623) or visit www.epionce.com

Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm ²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
BENEV Company, Inc.						
Sylfirm X	Emerging Dual Wave RF Microneedling System	N/A	N/A	Pulse Wave Mode: 30 msec - 60 msec; Continuous Wave Mode: 120 msec - 300 msec	MSRP \$149,000	Sylfirm X Standard and XE Tip
SmartLux Mini	SLD Phototherapy Device	Blue (415 – 425 nm), Red (630 – 640 nm), Infrared (820 – 830 nm)	75 W/cm ³ ~ 90 W/cm ³	N/A	MSRP \$13,000	N/A
Cutera						
xeo	Laser / Limelight	1064 nm / 520 – 1100 nm	300 J/cm ² / $\leq 30 J/cm^2$	Up to 300 ms / Automatic	Contact mfr.	No per treatment consumables. All accessories included.
excel V+	Nd:YAG Laser	585 nm / 1064 nm	Up to 300 J/cm ²	Up to 60 ms	Contact mfr.	Dermstat 1 mm and 2 mm pens.
DEKA						
Synchro FT	Multifunctional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	2 – 85 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 31 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro REPLA:Y	Multifunctional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse design and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five optional filters with enhanced vascular capabilities; 500 G. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling, 500 nm, 520 nm, 550 nm; 600 nm; 650 nm vascular lesion application via standard optional handpieces. Up to 20 mm spot area available with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. DEKA's proprietary new Movèo technology functionality for painless and smokeless hair removal. Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lilac; Viridis; Sparks	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 2.1 cm ² integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G. 2x2 mm/3x3 mm spot sizes. 1064nm Nd:YAG Laser: 2.5 mm/4 mm/6 mm/10 mm spot sizes.	Single Pulse: from 3 – 50 ms; from 5 – 50 ms; 6 – 30 ms	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different vascular lesion treatment needs. Up to 6 Hz rep rate available. Additional standard handpiece for HR, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.
Motus AZ+	High Power and Frequency Alexandrite & Nd:YAG Laser	755 nm Alexandrite; 1064 nm Nd:YAG	Up to 31 J (62W); Up to 63 J (94W)	Single mode pulse length 2 – 50 ms, Burst Pulse length 4 – 80 ms, Total burst length 14 – 300 ms; 1 – 10 Hz rep. rate.	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; hair removal, pigmented and vascular lesion treatments applied through either proprietary new Movèo Technology functionality for total painless and smokeless handpieces or standard up to 20 mm spot size optional handpieces. Up to 10 Hz rep. rate on both Nd:YAG and Alexandrite wavelengths. 180° wide touch screen, adjustable display for optimal view during sessions, high power 1200 micron fiber connectivity and automatic handpiece recognition with no need to turn machine off.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP-2 Focus XP MAX	Nd:YAG Nd:YAG	1064 nm 1064 nm	Up to 300 J/cm ² Up to 600 J/cm ²	0.1 – 50 ms 0.1 – 300 ms	Contact mfr. Contact mfr.	Nd:YAG handpieces: 2 - 10 mm spot sizes. S-11: Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	5 – 20 ns, 250 µs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Fotona (Continued)						
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
XP Focus	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	Standard handpiece: R31/R32 with 2 - 8 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
TimeWalker	Nd:YAG	1064 nm	6 – 150 J/cm ²	7 – 25 ms	Contact mfr.	R33T.
Lasering USA						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$29,500	MiXto VX fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
Velure S5	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$21,500	Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
Velure S800	HP Diode	808 nm	10 – 600 J/cm ²	10 – 1,000 ms	\$32,500	2.5 mm spot size handpiece.
Lutronic Aesthetics						
Clarity II	Alexandrite and Nd:YAG laser	755 / 1064 nm	Up to 600 J/cm ²	0.1 - 300 ms	Contact mfr.	Digitally-based 755 / 1064 nm platform that enables 2X faster treatment coverage speed. Standard spots of 2 - 24 mm are included with single fiber, and advanced handpiece with cryogen cooling to help facilitate the treatment of common vascular lesions.
DermaV	Nd:YAG laser	1064 / 532 nm	Up to 600 J/cm ²	0.1 - 300 ms	Contact mfr.	Digitally-based Nd:YAG platform that includes cryogen cooling with 532 nm and exclusive multi-pulse applications to effectively treat all vascular and pigmented lesions. Standard spots of 2 - 16 mm are included with single fiber, advanced handpiece, IntelliTrak and Temperature Sensing.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Product Profiles



ClearLase Pico & ReViva

ClearLase Pico uses the latest technology dual wavelengths, for safe and effective tattoo removal, pigmented lesion destruction and skin rejuvenation with minimal heat, suitable for various skin types and melasma treatment. The ReViva fractional CO₂ offers both ablative and non-ablative resurfacing for skin rejuvenation, catering to various skin types. Surgical handpieces allow for lesion ablation and cutting, making it a versatile all-in-one device.

ZianMed: (727) 827-8090 or visit www.zianmed.com

KeraFactor

At KeraFactor, our formula is a fusion of eight patented biosynthetic polypeptides, encompassing essential growth factors and skin proteins. This potent blend is ingeniously encapsulated in a nanoliposome delivery system, and it is poised to revolutionize the way we nurture and enhance hair health.

KeraFactor by SkinQR: (813) 431-8088 or visit www.mykerafactor.com



SmartGraft FUE Hair Restoration System

SmartGraft® FUE Hair Restoration System, with closed canister system for storage, keeps harvested grafts chilled, hydrated and robust without exposure to outside air, creating optimal graft preservation, significant reduction in extraction times and providing donor grafts the best possible chance of regrowth for better patient outcome.

SmartGraft by Vision Medical, Inc.: (610) 680-7676 or visit www.SmartGraft.com

Product Profiles



PlaDuo

PlaDuo is a laser treatment device that generates plasma energy and triggers a chemical reaction in the skin. PlaDuo converts nitrogen gas into plasma and delivers it to the skin, resulting in the production of ROS and RNS which helps to regenerate skin, reduce inflammation and control sebaceous glands. In addition, it is very effective in killing bacteria on the surface of the skin and treating inflammation caused by bacteria. With no anesthesia and downtime, PlaDuo can benefit people with all skin types without affecting chromophore.

Cartessa: (877) 662-2783 or visit www.cartessaesthetics.com



LipoAI

LipoAI is the novel NIR laser assisted liposuction device by DEKA, based on an artificial intelligence algorithm. It is indicated for surgical incision, excision, vaporization, ablation and coagulation of soft tissues. The LipoAI is further indicated for laser assisted lipolysis and it provides physicians with special views and real time feedback controls (patent pending). The 1440 nm wavelength which the device works with, provides maximum selectivity of the target.

DEKA: +39 055 88 74 942 or visit www.dekalaser.com



Epionce Renewal Facial Cream

Epionce Renewal Facial Cream is clinically proven to reduce the visible appearance of fine lines, wrinkles and other signs of skin aging using barrier-boosting cholesterol, ceramides and free fatty acids that renew and nurture the skin. Gentle, botanical-based formulas improve radiance and clarity without over-drying or causing unwanted irritation in the skin.

Episciences, Inc.: (866) EPIONCE (866-374-6623) or visit www.epionce.com

(plated) SkinScience

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Pure Plasma Skin Rejuvenation

Pure Plasma Skin Rejuvenation is a safe, FDA-approved Medical Class 2 device with 95% customer satisfaction and 85% clinic profit rates. This non-invasive treatment uses advanced technology to stimulate collagen production and improve skin texture and tone. It is suitable for all skin types, with customizable energy options to meet every patient's unique expectation without damaging tissues. It even treats delicate areas like the upper and lower eyelids without ocular guards.

Pure Plasma - Revolution Medical:
(877) 535-7873 or visit www.pureplasma.com



FF3 Biointensive GF

Vivant's FF3 Biointensive GF uses GFP complex to promote neocollagenesis, organize collagen fibers and regulate cell turnover leaving estrogen depleted skin feeling plumper. GFP complex is the novel joining of vitamin A and growth factor technology with select amino acids and alpha hydroxy acids to repair the skin's support matrix at a cellular level.

Vivant Skin Care: (800) 984-8268 or visit www.vivantskincare.com

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2024
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 FEBRUARY 22-24 **NEW ORLEANS**



Thread Lift Products Comparison Chart

Manufacturer	Product(s)	Device Type	Description	Physician Price	Regulatory Status
BENEV Company, Inc.	Miracu	PDO Threads	Elasty Meshfill, Elasty Line, Forte Basic, Forte Fix, Barb FC and FCN, Elasty Meso Needle, Elasty Micro Cannula.	Contact mfr.	FDA cleared for soft tissue approximation where use of an absorbable suture is appropriate. (K172602)
	Miracu Elasty Meshfill	Pre-loaded cannula	16-line mesh thread	\$520/box (10 units)	FDA Cleared Class II (K172602)
	Miracu Elasty Line	Pre-loaded cannula	Cone anchor thread with double coating and press sculpting	\$520/box (10 units)	FDA Cleared Class II (K172602)
	Miracu Forte Basic	Pre-loaded cannula	Forte Basic thread has strong fixation with deep bi-directional cogs. Forte 2 thread has strong fixation with inverted deep bi-directional cogs.	\$420/box (10 units)	FDA Cleared Class II (K172602)
	Miracu Forte Fix	Pre-loaded cannula	Provides superior traction power and holding through enhanced dual action technology and 4-dimensional multi bi-directional blocking technology with heatless press sculpting.	\$440/box (10 units)	FDA Cleared Class II (K172602)
BIONICA Company	VICTORIA Thread Sutures	Cosmetic threads for soft tissue approximation.	VICTORIA Thread Sutures represent a collection of PDO threads including linear mono and smooth, barbed, embossed linear and smooth, volumizing, threads with two needles. Durable and long-lasting polymer. Uses raw materials and follow vacuum drying process to receive a final product with optimal concentration of water.	Contact mfr.	CE marked. FDA cleared.
BS Medical	Resculpt Medical Threads	PDO Threads	Offer a wide variety of PDO threads including an exclusive line of threads pre-loaded on correction enabled cannulas that allow the ability to retract and replace so that the thread can be placed precisely and decrease risk of complications due to misplacement. Offered exclusively are BOOST braided threads that are thick to promote robust collagen production and can be used as an alternative to filler. Other threads for all different skin types, conditions and skill levels are offered and purchases include training and support.	Contact mfr.	FDA 510K Cleared
HansBiomed USA, Inc.	MINT FINE+	Bi-directional PDO Thread	MINT FINE+ is the quintessential PDO thread. It is a powerful 18 cm long bi-directional thread pre-cannulated in a 18G W type cannula. It has high tensile strength, remarkable versatility, and exceptional ease of use, making it the ideal tool for your thread lifting needs.	Contact mfr.	FDA Cleared
	MINT PETIT+	Bi-directional PDO Thread	MINT PETIT+ offers the benefits of FINE+ in a more compact way. It is designed with 2 cm of barbs of lifting and 4.5 cm of barbs for anchoring. The high distribution of bi-directional barbs across a shorter thread length makes this revolutionary thread the perfect choice for reverse vector designs and micro-contouring.	Contact mfr.	FDA Cleared
	MINT 17+	Bi-directional PDO Thread	MINT 17+ offers the signature MINT lift and anchorage in a pre-loaded cannula. The bullet tip makes it easy to pass the cannula through resistant tissue. The stabilizer cap prevents the thread from prematurely latching onto the tissue to allow the user better control of when and where to engage the thread.	Contact mfr.	FDA Cleared
Meditime Co., Ltd.	VIOLA Threads	PDO Threads	Fully biodegradable threads available in different shapes, sizes and materials, including 5D Fix Coglyft and Doublelyft Flat Mesh. U.S. FDA (#K190264) cleared for barbed sutures, PDO threads are suitable for soft tissue approximation and are ideal for non-invasive procedures like full-face and body contouring, skin tightening, scar improvement and promoting neocollagenesis.	Contact mfr.	U.S. FDA (510k) Clearance
PDO Max, Inc.	Levo Lock	Molded barbed/cog PDO thread	Bi-directional anchoring thread, U.S.P. size 1. Best used for advanced reverse vector techniques	Contact mfr.	FDA cleared for thread-inside-cannula (full device) (K190245)
	Levos	Omni-directional barbed/cog PDO thread	Strongest tensile strength threads on the market: 18G is U.S.P. size 2; 19G is U.S.P. size 1, 21G is U.S.P. size 0	Contact mfr.	FDA cleared for thread-inside-cannula (full device) (K190245)
	Multi-Smooth PDO Thread	Multi-threads	Seven smooth threads inside one cannula. Great for filling and plumping the skin around the cheek, nasolabial folds and temporal hollows and treating deep lines like "frown lines".	Contact mfr.	FDA cleared for thread-inside-cannula (full device) (K190245)
Suneva Medical	Silhouette Instalift	Absorbable suture/thread with bi-directional micro cones	Composed of Poly lactic-co-glycolic acid (PLGA). First cleared absorbable suture with patented bi-directional micro cones to provide both an immediate lift and long-term lift. Silhouette Instalift sutures and cones are composed of 18% PLGA and 82% PLLA.	Contact mfr.	FDA cleared in 2015.
V Soft Lift USA	VSoft Lift PDO Threads	PDO Threads	Committed to extensive research and development to deliver a strong lift and some of the best collagen and elastin biostimulation available. Offer a wide variety of different types and sizes of PDO threads to meet many individual patient needs. Offers extensive and innovative high-end PDO thread portfolios.	Starting at \$5/thread	FDA cleared Class II

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Fractional Technologies Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Cutera						
xeo pearl	YSGG	2940 nm	Up to 3.5 J/cm ²	≤1000 μs	Contact mfr.	No per treatment consumables. All accessories included
xeo pearl fractional	YSGG	2940 nm	<400 mJ	≤1000 μs	Contact mfr.	No per treatment consumables. All accessories included
Secret RF	RF Microneedling	RF: 2 MHz	70 W (64 pin), 25 W (25 pin)	50 – 950 ms	Contact mfr.	Gold-plated, 0.25 mm thin needles (33G) in 25 or 64 pin arrangements of semi-insulated or non-insulated pins
Secret PRO	Fractional CO ₂ / RF Microneedling	10,600 nm / 2 MHz	Up to 30 W (up to 175 mJ) / 70 W (64 pin), 25 W (25 pin)	20 – 5,000 μs / 50 – 950 ms	Contact mfr.	Surgical CO ₂ handpiece available. RF Microneedling tips are gold-plated for biocompatibility, 0.25 mm thin (33G), 25 or 64 pin arrangements in semi-insulated or non-insulated.
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 μm	50 W max.	200 – 2,000 μs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide ²	Fractional CO ₂	10.6 μm	80 W max.	100 – 2,000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Touch	Fractional CO ₂	10.6 μm	60 W max.	100 – 2,000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Multidisciplinary.
SmartXide Tetra	Fractional CO ₂	10.6 μm	50 W max.	100 – 2,000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
HELIX	Fractional CO ₂ / 1570 nm	10.6 μm / 157 nm	70 W max	10600 nm: 0.4 ms - 4 ms 1570 nm: 0.4 ms - 12 ms	Contact mfr.	Two wavelengths sequentially used with different patterns. PSD technology with selectable pulse shape (SP-DP-HP-PW-CW, traditional & fractional scanning modes available), DOT/RF scanner, free hand, TFT touch screen monitor, Stack and Smart track delivery mode. Storing user's protocols. Multidisciplinary.
Lutronic Aesthetics						
eCO ₂ Plus	CO ₂ Fractional Laser	10600 nm	Up to 240 mJ	40 - 1,000 us; 1 - 5 ms	Contact mfr.	Customizable fractional CO ₂ treatments with advanced capabilities to safely deliver laser resurfacing to lighten and brighten patient complexions, including the reduced appearance of acne scars.
Genius	Bipolar Fractional RF Microneedling	N/A	50 W	10 - 1000 ms	Contact mfr.	N/A
Hollywood Spectra	Nd:YAG Nano-Acoustic Laser	1064 / 532 nm Optional Dye HPs: 585 / 650 nm	Up to 1.4 J	5 ns, and 0.3 ms	Contact mfr.	Proven short-pulse platform for reducing unwanted pigment and stimulating collagen with low downtime. HyperSurge, IntelliBeam and MDF Microbeam technologies included as standard for complete lightening and brightening treatment benefits. Exclusive Hollywood Laser Peel and AcnePeel treatments.
Ultra	Thulium Laser	1927 nm	1 - 20 mJ at 20 W	N/A	Contact mfr.	Highest powered non-ablative fractional thulium laser is fully customizable to all patient skin types, year round. Reduces pigment and stimulates collagen with minimal patient downtime. Optional serums and cooling masks can complement the experience and allow for new treatment capabilities.
MRP						
EDGE One Fractional CO ₂ Laser	Fractional CO ₂ Laser	N/A	N/A	N/A	Contact mfr.	EDGE pulse-mode with a very high power, extremely short pulses, including the VanityPeel, no downtime procedure for refreshing skin.
ZianMed						
ReviVa CO ₂	Fractional CO ₂	1064 nm / 532 nm	Up to 40 J/cm ²	Adjustable 0.1 ms – 10 ms	Contact mfr.	Scanner handpiece, surgical handpieces (1 mm / .05 mm), gynecological attachments.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Microneedling Devices Comparison Chart

Supplier	Product	Technology	Applications	Price
AGNES Medical	AGNES	Monopolar square wave RF microneedling	Partially insulated single or three-pin needles; ranging between 0.8 mm - 5.0 mm, depending on which needle is being utilized and the target depth. Rounded cannula needle electrode, 40.0 mm length with five different types, 18 - 23 G. Precision RF for nonsurgical facial sculpting, skin laxity and focal adiposity.	Contact mfr.
Air-Tite Aesthetics	CuraCator	Sterile topical product applicator	New standard of care for hands-free, needle-free, controlled application of products such as PRP and exosomes to skin or other tissue. Recommended for use with Luer Lock Syringes.	\$240 per box of 20 applicators
BENEV Company, Inc.	Sylfirm X	Pulsed Wave and Continuous Wave RF microneedling device with 300 micron depth.	Pulsed Wave mode for skin complexion treatment creates a soft coagulation selectively in the basal layer and upper dermis. Continuous Wave mode for skin revitalization creates wide, independent coagulation around each electrode. 300 Micro Depth for optimal skin revitalizing depth is the only treatment that has the capability of treating epidermis, basement membrane and papillary dermis skin layer at the same time. Non insulated electrodes give minimal downtime with no noticeable thermal damage found in epidermis.	MSRP \$149,000
Candela	Profound	Bipolar RF Microneedling	Jawline, submental area, wrinkles and cellulite.	Contact mfr.
	Profound Matrix, Matrix Pro Applicator	Short-Pulse RF Microneedling	Dermatologic and general surgical procedures for electrocoagulation and hemostasis	Contact mfr.
	Exceed	Microneedling	Facial wrinkles and acne scar reduction	Contact mfr.
CosmoFrance, Inc.	CosmoPen Bundle	Microneedling	Acne, surgical scars (including keloids), wrinkles, stretch marks, pore size, hair growth and signs of aging.	Contact mfr.
Crown Aesthetics	Eclipse MicroPen Elite	Microneedling	Improved appearance of fine lines, scars and texture.	Contact mfr.
	Eclipse MicroPen EVO	Microneedling; 14 32G stainless steel needles; 7000 RPM (+/-10%); fluid-resistant turbo safety cartridge; Teflon gear seal	Wrinkles of the neck and facial acne scars for patients aged 22 and up. Clinically demonstrated, FDA-cleared microneedling device.	Contact mfr.
	SkinPen Precision	Mechanical Microneedling; FDA-Cleared; Single-Use Cartridge Unit; 14 32-Gauge Needles; Ergonomic Design; Cordless All-Day Charge	Wrinkles of the neck and facial acne scars for patients aged 22 and up. Clinically demonstrated, FDA-cleared microneedling device.	Contact mfr.
Cutera	Secret RF	Bipolar RF Microneedling	Address the signs of aging, scars, large pores, stretch marks, skin quality, appearance, brightness and texture through coagulation and hemostasis using gold-plated, semi-insulated and non-insulated microneedles in 25- or 64-pin arrangements.	Contact mfr.
	Secret PRO	Fractional CO ₂ / Bipolar RF Microneedling	Fractional CO ₂ laser technology for optimal skin resurfacing. RF microneedling for deep dermal remodeling through hemostasis and coagulation to effectively treat the full thickness of the skin.	Contact mfr.
	Secret DUO	N/A	RF microneedling with precise, controlled radiofrequency energy at adjustable depths to target common skin concerns on the face and body. 1540 nm wavelength offers a gentler approach to skin resurfacing, delivering dermal thermal heating in multiple micro-columns without any damage to the skin surface, patients of all skin types can safely achieve meaningful improvement in their skin concerns with little to no downtime.	Contact mfr.
Cynosure	Potenza	RF Microneedling Platform	Multi-needle (16, 25, 49) and single-needle electrode tips.	Contact mfr.
Emage Medical	CytoPen	German motor, battery and electric, up to 2.5 mm, disposable cartridges secure with lure lock, 16 33-gauge surgical stainless-steel needles, adjustable speed up to 9600 rpm.	Use with StemFacial growth factor solution and after care serums for best results.	Contact mfr.
ENDYMED Medical	Intensif RF Microneedling	RF Microneedling using Fractionated Pulse Mode (FPM)	Dermal collagen remodeling, skin rejuvenation, deep wrinkle reduction, acne and traumatic scar reduction, stretch mark reduction. FDA and CE cleared, Health Canada approved.	Contact mfr.
Esthetic Medical, Inc.	SkinStylus SteriLock	Microneedling	Abdominal scars in ages 22 and above. Skin rejuvenation.	Device: \$3,995 - \$4,995. Consumables under \$40.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Microneedling Devices Comparison Chart

Supplier	Product	Technology	Applications	Price
Induction Therapies	Collagen P.I.N. Microneedling System	Advanced 36-P.I.N. cartridge design features more needles, arranged radially, for less drag on skin.	FDA cleared as a treatment intended to improve the appearance of facial acne scars in adults with Fitzpatrick Skin Types I - III, aged 22 years and older.	Contact mfr.
Lutronic	Genius	High Intensity Radiofrequency	Proprietary needle design and high-torque motor ensures consistently accurate penetration to desired depth. Unique impedance measurement and feedback ensures optimal levels of energy are delivered to stimulate production of collagen and elastin to improve the appearance of wrinkles, laxity, and acne scars.	Contact mfr.
mesoestetic	m.pen[pro]	Microneedling	Anti-aging, skin rejuvenation, hair loss treatments, anti-stretch marks, double chin and depigmentation.	Contact mfr.
MRP	Intracel PRO RF Microneedling	Monopolar/Bipolar RF Microneedle	Skin rejuvenation and tightening	Contact mfr.
Refine USA, LLC	Rejuvapen NXT	Microneedling	FDA cleared for fine lines and wrinkles.	\$2,995
SHEnB Co., Ltd.	VirtueRF	Four key technologies: Advanced cooling system (ACS), integrated pulsed radiofrequency system (IPRS), integrated energy control system (IECS) and minimum depth control system with three types of handpieces (Smart RF, Deep RF and Exact RF) in one platform.	N/A	Contact mfr.
	VIVACE (VYBE RF)	Versatile treatment options of radiofrequency energy output (1MHz, 2MHz) with 36 gold-coated needles TIP and two different LED modes during treatment.	N/A	Contact mfr.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.



Emtone

The Emtone is the first and only device that simultaneously delivers both thermal (radiofrequency) and mechanical (targeted pressure) energy to treat all major contributing factors to cellulite. Combined there is a synergistic effect that neither technology can achieve on its own. Studies report Emtone is more effective than stand-alone procedures for building elastin and collagen (+64%, +59% respectively) as well as faster than stand-alone procedures (+50%).

BTL Industries, Inc.: (866) 285-1656 or visit www.bodybybtl.com



Luvo Darwin

Luvo Darwin is a multi-modality platform that provides premium technologies covering the essential treatments of an aesthetic practice. Lucent IPL, Bare 808 diode LHR, Surface RF skin tightening and RF microneedling all in one system with industry low consumable costs and a low purchase price. Finally. Four Essential Modes. One Device. Half The Price.

Powered by MRP: (435) 731-8232 or visit www.mrp.io

Product Profiles

The Aesthetic Needle

The Aesthetic Needle 32G x 13 mm (32G x 1/2") 100/box #32G59875 box contains 100 disposable premium sterile hypodermic needles with an individually sealed cap. They are made of surgical stainless steel with a polypropylene hub that are suitable for different needs. It is a convenient universal fit created for single use only.



Merit Pharmaceuticals: (800) 69-MERIT / (800) 696-3748 or visit www.meritpharm.com

Emerging Aesthetic Technologies Comparison Chart

Supplier	Product	Technology	Applications	Price
AMA Meditime	Curestem Premium Cell Healer C20 + Skin Relaxer	OPTI-3M SYSTEM	Created with proprietary technology, OPTI-3M SYSTEM containing explosive growth energy of cell regeneration and immunity control.	Contact mfr.
BENEV Company, Inc.	Exosomes Regenerative Complex	Stem cell derived lyophilized exosomes with potent growth factors, peptides, coenzymes, minerals, amino acids and vitamins to rejuvenate and moisturize the skin.	Post treatment and professional use only. A post care "topical" treatment solution.	Starting at \$70/Tx
	Exosomes Regenerative Complex +	Same technology as Exosome Regenerative Complex but more powerful, more potent and faster results to intensively rejuvenate and moisturize the skin and scalp.	Post treatment and professional use only. A post care "topical" treatment solution.	Starting at \$106/Tx
	EXO Balm	Exosome and intensive hydrators to optimize treatment results and reduce inflammation and downtime.	Post treatment and home-care use. A post care "topical" treatment solution.	Starting at \$70/box
BTL Industries, Inc.	Emsculpt	HIFEM	Strengthening, firming and toning the abdomen, arms, buttocks, thighs and calves.	Contact mfr.
	Emsella	HIFEM	All forms of female and male urinary incontinence.	Contact mfr.
	Emtone	Combination RF and Targeted Pressure Energy	Cellulite.	Contact mfr.
	Emsculpt NEO	Synchronized RF and HIFEM+	Lipolysis of the abdomen and thighs as well as strengthening, firming and toning of the abdomen, buttocks, thighs, calves and arms. For skin types I - VI.	Contact mfr.
CAREstream America	Pro-Nox Nitrous Oxide Gas Delivery System	Pneumatically Driven, Dual Gas (Oxygen and Nitrous Oxide) Mixer and Delivery System for Self-Administration; Maintains fixed 50/50 Mixture of Gas Output and Includes safety Alarms.	Cosmetic, plastic, reconstructive, aesthetic, dermatology.	\$6,999
	CAREprp	Hourglass tube shape for high-quality PRP separation in three minutes with customizable collection options.	Single-use kit for PRP harvest and separation.	Contact mfr.
Cutera	AviClear truSculpt truFlex excel V+ Secret PRO	1726 nm Laser Monopolar RF Direct Bio-Electrical Muscle Stimulation Nd:YAG Laser Fractional CO ₂ / RF Microneedling	Mild, moderate and severe acne in all skin types. 15-minute RF body sculpting treatment. 15 to 45-minute muscle sculpting treatment. Vascular lesions, pigmentation and Laser Genesis. Fractional CO ₂ laser technology for optimal skin resurfacing. RF microneedling for deep dermal remodeling through hemostasis and coagulation to effectively treat the full thickness of the skin.	Contact mfr. Contact mfr. Contact mfr. Contact mfr. Contact mfr.
	Secret DUO	RF Microneedling + 1540 nm Technology	RF microneedling with precise, controlled radiofrequency energy at adjustable depths to target common skin concerns on the face and body. 1540 nm wavelength offers a gentler approach to skin resurfacing, delivering dermal thermal heating in multiple micro-columns without any damage to the skin surface, patients of all skin types can safely achieve meaningful improvement in their skin concerns with little to no downtime.	Contact mfr.
DEKA	PHYSIQ	EMS and TENS device; EMS and TENS Technology 4 Pads with EMS / TENS; electrodes; Variable	EMS mode for the prevention or impedance of disuse atrophy; maintaining or increasing the range of motion, muscle re-education, relaxation of muscle spasms, increasing local blood circulation; immediate post-surgical stimulation of calf muscles to prevent venous thrombosis. In TENS mode PHYSIQ is intended for symptomatic relief and management of chronic, intractable pain, post-surgical acute pain and post-traumatic acute pain.	Contact mfr.
Dp Derm	MG-EXO-SKIN	Exosomes	Utilizing one of the most exciting emerging technologies – exosomes – MG-EXO-SKIN™ is a regenerative, biomimetic and multipotent meso-glide that removes the complications of autologous procedures. Specially designed to be paired with microneedling but can be used post energy based device treatments as well.	Contact mfr.
Hair Science	Formula 82M	Minoxidil+	Formula 82M contains (5%) Minoxidil and retinoic acid, Tretinoin, a topical steroid to improve efficacy and reduce irritation, proprietary ingredients that improve overall effectiveness, stability and usability. Minoxidil is an active metabolite and vasodilator, that widens blood vessels and improves blood flow to hair follicles and stimulate hair growth. Minoxidil does not act on androgen hormones, so it is generally safe for both men and women. No potential hormonal side effects like other hair loss treatments. Available by compounded prescription only.	Contact mfr.
	Formula 82F	Finasteride+	Formula 82F contains (5%) Minoxidil and (.25%) Finasterid and a topical steroid to improve efficacy and reduce irritation, proprietary ingredients that improve the formulas' overall effectiveness, stability and usability. Finasteride is a 5 α -reductase inhibitor decreases the production of Dihydrotestosterone (DHT) in tissues in the scalp. Finasteride is not approved for hair loss in women and is generally available by prescription for men only. Available by compounded prescription only.	Contact mfr.
	Formula 82D	Dutasteride+	Formula 82D contains (5%) Minoxidil and (.75%) Dutasteride, a topical steroid to improve efficacy and reduce irritation, other proprietary ingredients that improve the formulas' overall effectiveness, stability and usability. Dutasteride is a 5 α -reductase inhibitor decreases the production of Dihydrotestosterone (DHT) in tissues in the scalp. It acts on both type 1 and type 2 5 α -reductase, and is markedly more efficacious than finasteride in the dual inhibition of DHT (~70% for Finasteride vs 90+% for Dutasteride). Has a longer half-life, meaning that it acts longer throughout the day, and is a better option for less compliant patients, who are more likely to skip occasional applications. Dutasteride is not recommended for women and is generally available by prescription for men only. Available by compounded prescription only.	Contact mfr.

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Emerging Aesthetic Technologies Comparison Chart

Supplier	Product	Technology	Applications	Price
iR Technology	invisa-RED Elite 12	Non-invasive pulsed dual-coherent laser	Non-invasive laser device with FDA, IRB and clinically proven results for fat reduction, weight reduction and aesthetics. Accomplishes scalable weight loss with a precise combination of specific frequencies from both red and infrared laser energy. The combination of dual coherent frequencies enables the laser to penetrate deep into the adipose tissue (subcutaneous fat) generating a significant response in cellular function and stimulation of the body's natural metabolism. Stimulates cellular respiration, lymphatic function and increase the metabolism through the synthesis of Adenosine Triphosphate (ATP). The activation and efficiency of both the lymphatic system and metabolism are essential to apiece a patient's weight loss goals.	Contact mfr.
KeraFactor by SkinQRI	KeraFactorMD	In-office hair treatment serum. Serum contains only a high concentration of the proprietary formulation of the Kerafactor Peptide Complex.	Designed for use during an in-office procedure and is not to be injected.	\$750 per treatment
	KeraFactor Scalp Stimulating Solution	Delivers growth factors to promote the health of both scalp and hair. Strengthens and thickens hair.	Dropper applicator for specific and efficient delivery of the KFP to the scalp and surrounding follicles. One full dropper a day to area of concern. For an extra boost, combine it with our KeraCap, designed to combat DHT at the scalp.	\$169/ unit
	KeraFactor Scalp Stimulating 2-in-1 Shampoo + Conditioner	Formulated to gently exfoliate and stimulate the scalp, removing debris, enhancing circulation and reinvigorating the very foundation of hair. Provides smoother, thicker and fuller-looking hair.	Dispense one to two pumps of the product into hands and lather. Massage foamed product onto scalp, let sit for one to two minutes and then rinse thoroughly.	\$49/ unit
Med Results	Act O' Feel	Total fibroblast support to enhance volumizing, lifting, brightening and rejuvenating effect. Contains fragmented hyaluronic acid, amino acids, glutathione and vitamin C.	Post treatment and professional use only. A post care topical treatment sterile vial.	\$8/ml
	Act O' Reverse	Total fibroblast support to enhance volumizing, lifting, brightening and rejuvenating effect. Contains fragmented hyaluronic acid, amino acids, glutathione and vitamin C.	Post treatment and professional use only. A post care topical treatment sterile vial.	Starting at \$20/Tx
	Plexr Plus	Advanced non-invasive device that uses plasma innovation to provide state-of-the-art treatments and satisfactory clinical results. Offers a comprehensive range of modalities, including non-ablative, semi-ablative and ablative, enabling you to choose the modality that best matches the skin's characteristics and needs.	FDA-cleared for the removal and destruction of skin lesions and tissue coagulation. Can be used to remove excess skin from wrinkles, neck, face, eyelids and more.	Contact mfr.
SHEnB Co, Ltd.	VirtueRF	Advanced cooling system, integrated pulsed RF system, integrated energy control system, minimum depth control system with three types of hand pieces (smart RF, deep RF and exact RF) in one platform.	Coagulate the surrounding tissue and transmitting RF micro current deep inside the tissue by using microneedles or single pin tips.	Contact mfr.
	VIVACE (VYBE RF)	Selection of two high frequency mode (1MHz, 2MHz) with gold plated 36 pin needle TIP and two different LED mode during treatment.	Deliver high energy to dermis layer.	Contact mfr.
	AF Laser	Diode laser with the two wavelengths of 635 nm and 405 nm. Energy transfer method is scan-type. AF laser features vision camera, positioning system, automatic UV disinfection (LED) and integrated customization system.	Electric positioning cart	Contact mfr.
	PlaDuo	Jet-type plasma generator, 1-15 level energy control, up to 3Hz shot speed, microwave method, highly durable configuration, large capacity gas can of up to 10 L.	N/A	Contact mfr.
Smart Solutions RX, Inc.	SMART eXo	Nanoparticle Therapies	Contains over 300 cytokines, chemokines and growth factors. Signaling molecules act on pathways that affect tissues and cells. High levels of quantified and identified miRNA that can communicate directly with cells may help reprogram, repair and renew hair follicles. Biologically derived hyaluronic acid, which may play a key role in the phases of wound repair: tissue regeneration, inflammation response and angiogenesis.	Contact mfr.
Sylton, Inc.	Observ Skin Analysis System	IOS (IPad) supported imaging system	Supportive digital imaging system which enables aesthetic practitioners to have an informative consultation with regards to rejuvenation and beautification treatments.	Contact mfr.
Vision Medical, Inc.	SmartGraft FUE	Follicular Unit Extraction (FUE)	Hair restoration system with closed canister system for storage, keeps harvested grafts chilled, hydrated and robust without exposure to outside air, creating optimal graft preservation, significant reduction in extraction times, and providing donor grafts the best possible chance of regrowth for better patient outcome.	Contact mfr.
ZianMed	ClearLaze Pico	Pico Second Laser	1064 nm wavelength removes tattoos for the following colors: black, brown, green, blue and purple. Treatment of benign pigmented lesions. 532 nm wavelength removes tattoos for the following colors: red, yellow and orange. Treatment of benign pigmented lesions.	Contact mfr.

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Body Shaping Technologies Comparison Chart

Supplier	Device	Energy Source	Mechanism of Action	Regulatory Status (Europe and USA)	Price
Allergan Aesthetics, an AbbVie company	CoolSculpting Elite	Cryolipolysis	Cryolipolysis uses controlled cooling to safely and effectively freeze stubborn fat with little to no downtime. Cryolipolysis targets fat cells without damaging surrounding tissue or skin. Fat cells die by apoptosis. Treatment areas include the thigh, abdomen and flank, along with bra fat, back fat, underneath the buttocks (also known as banana roll) and upper arm.	FDA cleared.	Contact mfr.
	CoolTone	Magnetic muscle stimulation	Magnetic muscle stimulation using Active Magnetic Pulse programming causes involuntary muscle contractions which strengthen the muscle fibers in the treated area, resulting in a stronger, firmer and more toned appearance. Treatment areas include the abdomen, glutes and thighs.	FDA cleared.	Contact mfr.
BTL Industries, Inc.	Vanquish ME	Selective RF	Proprietary Selective Field RF with broad field applicator delivering uniform energy for circumferential reduction of the abdomen.	CE cleared. FDA cleared.	Contact mfr.
	Exilis Ultra	Focused RF and Ultrasound	Simultaneous delivery of focused RF and ultrasound energy with variable surface cooling delivers precise volumetric heating of tissue for wrinkles, laxity, cellulite and body contouring. Exilis patented applicators deliver maximum thermal effect without costly consumables.	CE cleared. FDA cleared.	Contact mfr.
	Emtone	Combination RF and Targeted Pressure Energy	Simultaneous delivery of monopolar RF and Targeted Pressure Energy to non-invasively treat all major contributing factors to cellulite. The simultaneous effect of this combined energy results in disruption of old structures followed by the synthesis of new healthy ones leading to a thickening of the dermis, relaxation of connective septae and increase of elasticity.	FDA 510k clearance to provide a temporary reduction in the appearance of cellulite, and heating for the purpose of elevating tissue temperature for medical conditions such as temporary relief of pain, muscle spasms and increase in local circulation.	Contact mfr.
	Emsculpt	HIFEM	Supra maximal muscle contractions	Cleared for strengthening, firming and toning of the abdomen, arms, buttocks, thighs and calves.	Contact mfr.
	Emsculpt NEO	Synchronized RF and HIFEM+	Simultaneous emission of patented Synchronized RF heating and HIFEM+ induced supra-maximal muscle contractions leading to non-invasive fat reduction, muscle growth, lipolysis of the abdomen and thighs as well as strengthening, firming and toning of the abdomen, buttocks, thighs, calves and arms. For skin types I - VI.	CE cleared, FDA cleared.	Contact mfr.
Celling Biosciences	ThermiRF+	Monopolar RF	Radiofrequency device utilizes an electrical current to penetrate the deeper layers of the skin at an optimal wavelength of 460kHz to stimulate collagen production and increase blood flow for tighter tissue.	FDA cleared, CE marked	Contact mfr.
Cutera	truSculpt	Monopolar RF	Non-invasive fat reduction using monopolar RF heating with truControl technology that penetrates deep into the entire fat layer creating selective apoptosis of the subcutaneous adipose tissue.	FDA cleared, CE marked, Health Canada.	Contact mfr.
	truFlex	Direct Bio-Electrical Muscle Stimulation	Multi-Directional Stimulation (MDS) deploys a unique method of electrical muscle stimulation to target specific muscle groups using three different treatment modes to strengthen, tone, and firm the abdomen, glutes, and thighs with 15-minute treatment options.	FDA cleared, CE marked, Health Canada.	Contact mfr.
DEKA	SmartLipo 6 SmartLipo 10 SmartLipo 18	1064 nm Nd:YAG Laser	Lipolisi technology with more than 15 years of experience on patients. 6 W, 10 W and 18 W versions. Customized μ Pulsed Nd:YAG wavelength providing physiological contractions and elimination of the fat with no inflammatory effects. Controlled photomechanical effects, photo-coagulative action and a photo-stimulative course for immediate skin tightening due to flexible pulse design.	CE cleared. FDA cleared.	Contact mfr.
	LIPO AI	1440 nm Nd:YAG Laser	Novel NIR laser assisted liposuction device, based on artificial intelligence algorithm and it is indicated for the surgical incision, excision, vaporization, ablation and coagulation of soft tissues. Further indicated for laser assisted lipolysis and provides physicians with special views and real time feedback controls (patent pending). AI Algorithm and customized μ Pulsed Nd:YAG wavelength providing physiological contractions and elimination of the fat with no inflammatory effects. Controlled photo-mechanical effect, photo-coagulative action and photo-stimulative course for immediate skin tightening due to flexible pulse design.	FDA cleared.	Contact mfr.
Fotona	SP Dynamis	Nd:YAG 1064 nm, Er:YAG 2940 nm	Laser assisted lipolysis, treatment of wrinkles; Photothermal - heat generated by laser light.	CE cleared. FDA cleared.	Contact mfr.
	XP-2 Focus	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	XP Dynamis	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	SP Spectro	Nd:YAG 1064 nm, Er:YAG 2940 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	XP Spectro	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

Body Shaping Technologies Comparison Chart

Supplier	Device	Energy Source	Mechanism of Action	Regulatory Status (Europe and USA)	Price
IR Technology	invisa-RED Elite 12	N/A	Non-invasive laser device with FDA and IRB for fat reduction, weight reduction and aesthetics. Accomplishes scalable weight loss with a precise combination of specific frequencies from both red and infrared laser energy. The combination of dual coherent frequencies enables the laser to penetrate deep into the adipose tissue (subcutaneous fat) generating a significant response in cellular function and stimulation of the body's natural metabolism. Stimulates cellular respiration, lymphatic function and increase the metabolism through the synthesis of adenosine triphosphate (ATP). The activation and efficiency of both the lymphatic system and metabolism are essential to apiece a patient's weight loss goals.	N/A	Contact mfr.
Lutronic Aesthetics	Accufit	Electrical Stimulation	Non-invasive powered muscle and nerve stimulator used for muscle reeducation to improve the aesthetic appearance of targeted body areas. The device follows the physiological principle of direct stimulation of efferent nerves, to motor neurons and/or to muscles which produces muscle contractions in and around the area of the treatment electrodes. Accufit utilizes biphasic and interferential waveforms (4P) for muscle reeducation. There are four preprogrammed treatment regimens that enable users to mimic common physical exercises.	FDA cleared - US Pending - OUS	Contact mfr.
MedixSysteme AG	SPASHAPE	Fractional Focal Ultrasound and 685 nm Laser	Patented, clinically proven fractional focal ultrasound combined with 685 nm cold laser for biostimulation. Pulsed focal energy disrupts fat cell membranes while laser biostimulates immediate drainage.	CE cleared.	Contact mfr.
	ULTRACONTOUR – U.LIFT	High Focalized Ultrasound plus UMD multi-sequential drainage	HFU combined with 18 probe UMD for ultrasonic lymph drainage. Pulsed focal energy disrupts fat cell membranes. Multi-sequential ultrasonic drainage stimulates lymph process. U.LIFT is a focal ultrasound probe to treat cellulite.	CE cleared.	Contact mfr.
	SyigmaLift	High Focalized Ultrasound plus UMD multi-sequential drainage, HFU, Tri-Fractional Ultrasound, 635 nm Laser	HFU remodels facial harmony by reducing fat volume in chin and jawlines, tri-fractional and LLLT smooth crows' feet, nasolabial folds and enhance skin glow.	CE cleared.	Contact mfr.
	S.Shape	HIFU, Fractionated Ultrasound combined with 685 nm Cold Laser	Pulsed focal energy disrupts fat cell membranes while laser biostimulates immediate drainage.	CE cleared.	Contact mfr.
	ULTRACONTOUR NG	UMD and Focal Ultrasound	Sonodynamic Therapy (Thermal & Mechanical)	CE cleared and FDA Acknowledge 510K	Contact mfr.
MRP	Lipocel HIFU High Intensity Focused Ultrasound	Focused Ultrasound	Painless, non-invasive, body contouring and fat reduction. Powerful 5C contact cooling to protect the epidermis and allow the emission of higher-intensity energy for increased effectivity.	N/A	Contact mfr.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.



Detox Pads

Clinically proven to remove what your cleanser leaves behind. A daily multi-tasking cleansing, exfoliating and anti-aging treatment that removes all traces of makeup and impurities, deep cleans without stripping, exfoliates dead skin cells, cleans pores and minimizes pore size, creates smoother looking skin texture, improves the appearance of fine lines and wrinkles, evens and brightens skin tone, hydrates the skin, reduces inflammation and firms the appearance of the skin.

GCC Aesthetics Inc. dba NassifMD Dermaceuticals: (908) 963-7018 or visit www.nassifmdskincare.com

Product Profiles



ThermiRF+

Meet the demand for non-invasive and long-lasting procedures with the ThermiRF+. Our innovative radiofrequency device safely utilizes an electrical current to penetrate the deeper layers of the skin at an optimal wavelength of 460kHz to stimulate collagen production and increase blood flow for tighter tissue. Offering both 20 and 50 W capacities and over four applications, such as ThermiVa, ThermiSmooth, ThermiTight and our newest application ThermiFit, this device ensures superior temperature control and patient customization.



truBody

Take your patients beyond their best with truBody. truBody combines two award-winning body sculpting technologies with 15-minute treatment options to shape, tone and define. Deliver a customized, convenient and complete solution that addresses today's most in-demand treatments - fat reduction with truSculpt and muscle toning with truFlex.

Cutera: (415) 657-5000 or visit www.yourtrubody.com

Thermi by Celling Biosciences: (512) 637-6745 or visit www.Thermi.com

Product Profiles



Lutronic Ultra

Dramatically different from traditional resurfacing lasers, the 1927 nm Lutronic Ultra™ rebuilds glowing, healthy skin through non-ablative Thulium fractionated treatments. Tunable from mild to aggressive and extremely cost-effective (no shot limit per procedure), Lutronic Ultra safely offers customized outcomes, with very little downtime on all skin types, all year round. The Ultra offers a comfortable treatment with very low downtime and immediate results on pigment, sun damage, global tone and texture.

Lutronic Aesthetics: (888) 588-7644 or visit www.Lutronic.com

ADVATx

ADVATx is the apex of solid-state lasers, delivering high powered yellow light and infrared laser energy without toxic pulse dye kits. With dual 589 nm and 1319 nm wavelengths, ADVATx is FDA/CE-cleared to treat 25 indications from vascular and pigmented lesions to scars, acne and wrinkle reduction. ADVATx provides max versatility with clinical efficacy, user friendly controls, no consumables and no social downtime!

Advalight: (888) 354-5551 or visit www.advalight.com



Formula 82S

Formula 82S is a 3-in-1 (shampoo + conditioner + anti-hair loss) product that strengthens hair fibers, restores soft, natural texture to damaged hair and helps prevent hair loss. It is a great choice for people who are undergoing hair restoration, as it contains an industry-leading level (2%) of Saw Palmetto, a botanically derived 5-alpha reductase inhibitor shown in studies to reduce DHT, a leading cause of hair loss.

Hair Science: (866) 588-1744 or visit www.hairscience.com



Secret by Cutera

Secret by Cutera offers treatments that address the most common skin concerns with customizable RF microneedling and laser options. Using tiny gold-plated microneedles, Secret RF delivers fractional radiofrequency energy below the skin's surface to help revitalize and regenerate all skin types. Treat all layers of the skin with Secret DUO 1540 nm and Secret PRO CO₂ laser options to achieve optimal results with minimal downtime.

Cutera: (415) 657-5000 or visit www.secretbycutera.com

MOTUS AZ+

The New MOTUS AZ+, 755 nm and 1064 nm laser platform, offers virtually painless and smokeless hair removal, pigmented lesions, vascular and other procedures for all skin types. The DEKA's proprietary new Moveo Technology handpieces (HR, PL, VL & SR) provides high degree comfort procedure with excellent results and tolerability scale. The New Moveo Glo allows sequential use of the four different four Move handpieces in one session to provide excellence in virtually painless skin revitalization treatments. MOTUS AZ+, allows for no stress procedures for users. The wide view touch screen display and the full parameters control (three levels: soft-medium-high) allow physicians to tailor and perform treatments on all patients with no trouble. A standard handpiece option available too.

DEKA: +39 055 88 74 942 or visit www.dekalaser.com



AnteAGE Eye

AnteAGE® Eye is a powerful yet gentle solution designed to target the signs of aging in the delicate eye area. Powered by bone marrow stem cell cytokines and loaded with antioxidants and peptides, this silky, rapidly penetrating formula helps to improve the appearance of lines, puffiness and under-eye darkness – all while defending the eye tissue against free radicals. Deeply hydrate, crepiness and truly see the difference with this one of a kind eye serum.

AnteAGE MD: (877) 350-6350 or visit www.AnteAGE.com



DP4 Microneedling Pen

The DP4 microneedling pen from Dp Derm is the an advanced fully digital fractional micro-channeling device. It combines direct drive, bluetooth, dual power and turbo-cut battery systems to provide the fastest and most efficient microneedling treatment possible. FDA cleared for treating facial acne scars, it features a dedicated scar treatment (ST) setting, as well as RFID chip integration to allow for continuous needle calibration for precise, reliable and drag-free needle penetration.

Dp Derm: (305) 552-0550 or visit www.dpderm.com

Plexr

Plexr is an advanced non-invasive device that uses plasma innovation to provide state-of-the-art treatments and satisfactory clinical results. Plexr Plus offers a comprehensive range of modalities, including non-ablative, semi-ablative and ablative, enabling you to choose the modality that best matches the skin's characteristics and needs.

Med Results: (310) 707-3223 or visit www.med-results.com



Emsella

BTL Emsella revolutionizes both the women's and men's intimate health and wellness categories by providing those suffering from incontinence with a completely non-invasive option. The patient remains fully clothed while one's pelvic floor is stimulated by 11,800 electro-magnetic contractions in a 28 minute session. After two sessions per week for three weeks patients experience regained control over pelvic floor muscles and bladder. Studies report a decrease in the usage of pads and an increased quality of life. Noted side effects include sexual sensitivity and local blood circulation.



BTL Industries, Inc.: (866) 285-1656 or visit www.bodybybtl.com



Resculpt Medical Threads

Resculpt Medical Threads offers a wide variety of PDO threads including an exclusive line of threads pre-loaded on correction enabled cannulas that allow the ability to retract and replace so that the thread can be placed precisely and decrease risk of complications due to misplacement. Also offered exclusively are BOOST braided threads that are thick to promote robust collagen production and can be used as an alternative to filler.

Resculpt Medical Threads: (888) 343-3383 or visit www.ResculptThreads.com

Molded Levo Max Threads

Molded Levo Max threads are bi-directional and barbed. They are engineered specifically for contouring the lower face, jawline and general submentum area. When combined with our Smuth™ threads and our Levo Lock™, the Molded Levo Max threads contribute to a comprehensive facial rejuvenation procedure that can be performed in-office in under an hour. PDO Max's Molded Levo Max threads grab submental fat and reposition it along the natural contours created by a patient's bone structure. This effectively turns back the clogging, revising the neck, elevating jowls and restoring that chiselled silhouette associated with youth and vigor.

PDO Max: (800) 670-0225 or visit www.pdomax.com

EXOSOME by BENEV



Exosome Regenerative Complex +

BENEV's Exosome Regenerative Complex + is stem cell derived lyophilized exosomes with potent growth factors, peptides, coenzymes, minerals, amino acids and vitamins to intensively rejuvenate and moisturize the skin and scalp. Our clinically proven paraben-free, steroid-free and hypoallergenic intensive dual action complex was designed and developed in tandem with the fourth largest exosome research company in the world, ExoCoBio.

BENEV Company, Inc.: (949) 457-2222 or visit www.BENEV.com

Product Profiles



Emsculpt

The Emsculpt is the only procedure to help both women and men build muscle and sculpt their body (arms, abs, legs). In addition, the Emsculpt creates the world's first non-invasive buttock toning procedure. This is made possible by the non-invasive HIFEM® procedure inducing powerful muscle contractions not achievable through voluntary contractions. Studies report a 16% average increase in muscle mass and a 96% patient satisfaction.

BTL Industries, Inc.: (866) 285-1656 or visit www.bodybybtl.com

invisa-RED Elite 12

invisa-RED™ Elite 12 is a non-invasive laser device with FDA, IRB and clinically proven results for weight reduction, fat reduction and aesthetics.

IR Technology: (888) 221-7119 or visit www.invisaRED.com



CAREprp

Introducing CAREprp™, a completely reimagined approach to platelet-rich plasma (PRP). CAREprp optimizes plasma separation through a unique hourglass tube design revealing 12-14 cc of high quality PRP in a short, three-minute spin cycle. CAREprp's breakthrough design securely seals away contaminants, while allowing for customizable concentration and industry-leading platelet recovery for even more personalized care. The rapid, easy and reliable CAREprp system has changed the liquid gold game.

CAREstream America / Pro-Nox: (855) 892-3872 or visit www.careprp.us

Observ Skin Analysis System

The Observ® imaging system is compatible with the iPad Pro and facilitates the following nine different light modes such as daylight, true UV, woods, cross polarised, parallel polarised, surface texture, pigmentation, vascularity and 360 light. The package is fully accessorized. Among other items a table stand, light shade, iPad visor and chin rest are included. A quick reference guide is added that explains the light modes and the interpretations thereof.



Sylton, Inc.: (734) 506-6052 or visit www.sylton.com



AGNES

AGNES is an innovative radiofrequency (RF) microneedling device focused on selective electrocoagulation to rejuvenate facial skin and sculpt fat. Pioneered by a group of renowned dermatologists, the AGNES device utilizes exclusive square wave RF energy, harnessing 1 MHz of energy output, to focus on gentle yet effective procedures while ensuring patient safety. AGNES features exclusive single and three-pin needles designed for specific skin concerns and regions, which allows for complete versatility in treatment options for both patients and providers.

AGNES Medical: (844) 811-1154 or visit us.agnesmedical.com



VIOLA Threads

VIOLA Threads (FDA 510k cleared #K190264) offers an extensive catalogue of PDO threads and more, including our signature thread PDO Doublelyft Flat Mesh and the newly-released 5D Fix Coglyft, a 360-degree multi-cog type thread. These threads provide full face, neck and body enhancement with lifting and anchoring capabilities that can improve even heavy, sagging skin tissue because of their large cog size and USP.

VIOLA Threads: (213) 351-0001 or visit www.violathreads.com



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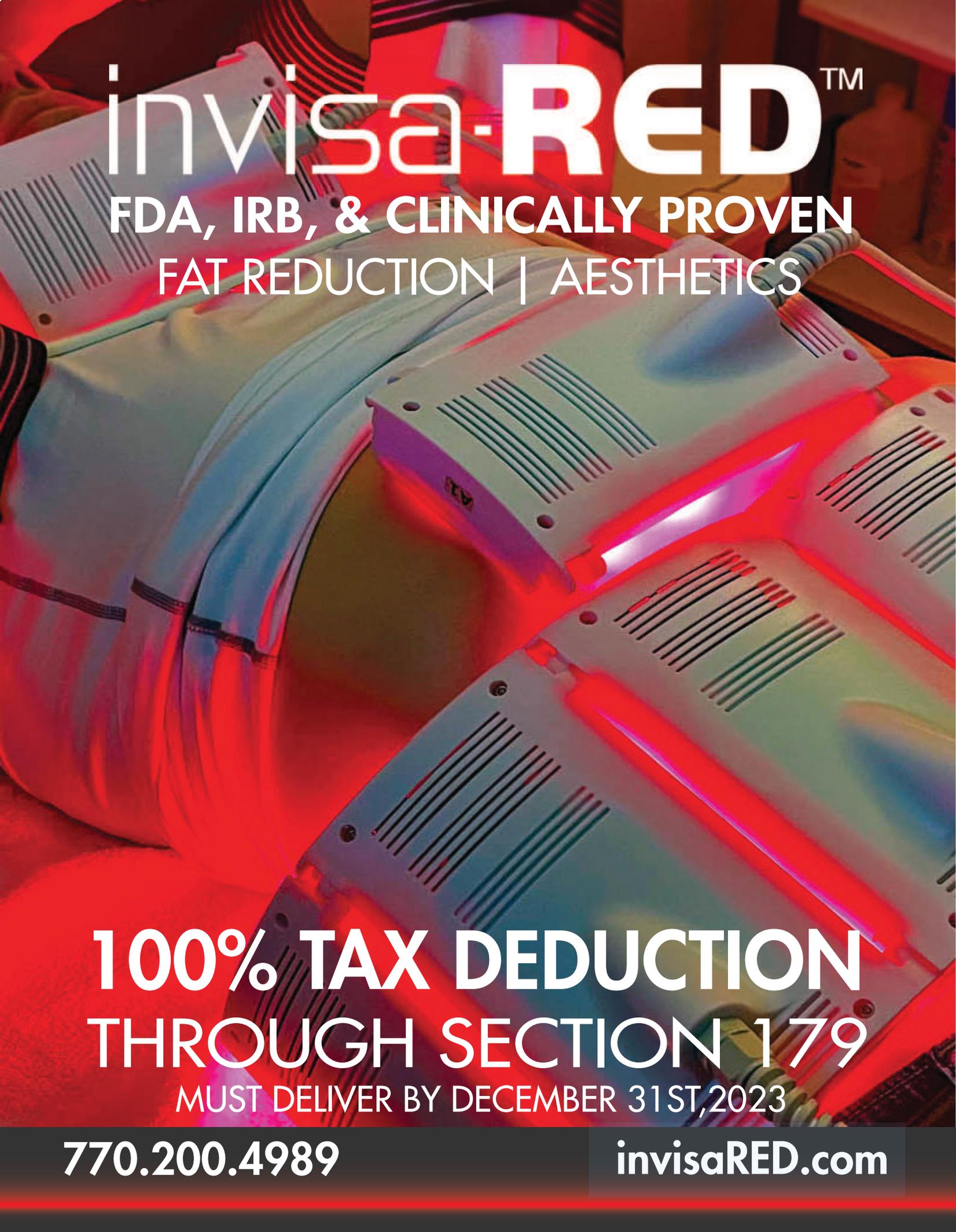
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Accelerate your microneedling treatment results and recovery by incorporating Dp Dermaceuticals EXO-SKIN protocol formulas for in-clinic and at-home use.





invisa-RED™

FDA, IRB, & CLINICALLY PROVEN
FAT REDUCTION | AESTHETICS

**100% TAX DEDUCTION
THROUGH SECTION 179**

MUST DELIVER BY DECEMBER 31ST, 2023

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Does it Work? **YES**, Every Time Check Out Our Clinical Trial

Clinicaltrials.gov (NCT03811093) - Double-Blind (Randomized)

Outcome Measures:

1. Body Fat % Lost: **1.75% avg.**
2. Pounds of Body Fat Lost: **.503 per treatment**
3. Inches Lost: **10.16 inches avg.**

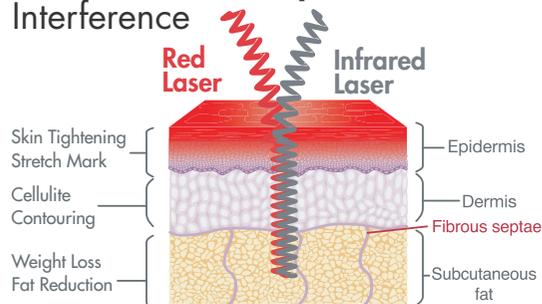
Confidence Interval: **95%**

LIKE NO OTHER

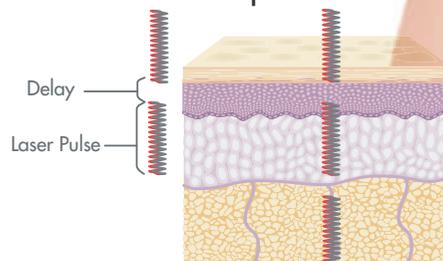
invisa-RED™ is a FDA , IRB, and Clinically proven device to provide weight reduction, fat reduction and inch loss. Our technology accomplishes scalable weight loss with a precise combination of specific frequencies from both red and infrared laser energy. The combination of dual coherent frequencies enables the laser to penetrate deep into adipose tissue (subcutaneous fat) generating a significant response in cellular functions and stimulation of the body's natural metabolism. **invisa-RED™** Technology stimulates cellular respiration, lymphatic function and increases the metabolism through the synthesis of Adenosine triphosphate (ATP). The activation and efficiency of both the lymphatic system and metabolism are essential to achieve a patient's weight loss goals.

Our Technology

Dual Coherent Frequencies
Interference



Photobleaching
Laser Pulse Tempo



SCAN ME



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Patient Confidence

Weight Loss & Aesthetics Treatments

Our proprietary non-invasive technology rapidly increases blood flow, ATP, fibroblast & collagen production to achieve immediate long lasting results for:

- Cellulite Elimination
- Weight Loss
- Skin Tightening
- Body Contouring
- Stretch Mark Fading
- Spot Specific Fat Removal

Areas of Treatment

- Cheeks, Jowls, Chin, Neck
- Arms (Biceps, Triceps, Armpit)
- Waist (Upper, Lower, Love Handles)
- Back (Upper, Lumbar)
- Hips, Thighs, Hamstrings, Glutes
- Chest (For Men)



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invisa-RED™

FDA, IRB, & CLINICALLY PROVEN
FAT REDUCTION | AESTHETICS

- Turn Key Business System
- Unlimited Marketing Support
(Graphics & Web Content)
- Unlimited Training
- Sales Consulting Training
- Clinical and Business System Training
- Patient Nutrition & Protocols

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Nobody Markets invis-a-RED™ Better Than Us.
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